
THE ANNUAL
REPORT ON
FEDERAL
PROCUREMENT
PREFERENCE
GOALS

FISCAL YEARS
1994 AND 1995

THE OFFICE OF
GOVERNMENT CONTRACTING
U.S. SMALL BUSINESS
ADMINISTRATION

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The Annual Report on Federal Procurement Preference Goals

Introduction

The policy of the United States, as stated in the Small Business Act, is that small businesses and small businesses owned and controlled by socially and economically disadvantaged individuals are to have the maximum practicable opportunity to participate in the performance of contracts let by the federal government. To that end, Public Law 95-507 requires the head of each federal agency, after consultation with the SBA, to establish realistic goals for the award of contracts to small and small disadvantaged businesses.

It is important to note that goals differ from agency to agency. This is true, in part, because each agency has a different procurement mix based on its specific agency mission. For example, while few small businesses produce the aircraft purchased by the Department of Defense, many small businesses supply the commodities purchased by the General Services Administration, such as paper clips, paper, computers, etc. It is therefore appropriate to establish different percentage goals for agencies with different mixes of purchased products.

In establishing goals, agencies consider a variety of factors, including historical performance, changes in mission or anticipated budget, and anticipated major acquisitions that may affect the procurement mix. If the recommended goals are not at levels consistent with the Small Business Administration's analysis, the SBA will not concur with the agency, and a goal at a more appropriate level will be negotiated.

SBA Guidance

Each year, federal agencies provide to the SBA estimates of the total dollar amount of (1) all prime contracts to be awarded during the year and (2) sub-contracts to be awarded by all of the agency's "reporting prime contractors."¹ All goals are expressed in terms of numbers, dollars, and percentages. Where there is variance, up or down, from the projected base amounts upon which goals are established, the percentage goal is the controlling factor and is used to measure actual attainment. The categories are:

- Prime contract awards to small businesses;
- Prime contract awards under the authority of Section 8(a) of the Small Business Act;

¹ "Reporting prime contractors" are defined in the federal government's Standard Form 295. See the appendix for detailed instructions provided to agencies.

- Prime contract awards to small businesses owned and controlled by socially and economically disadvantaged individuals other than 8(a);
- Prime contract awards to small businesses owned and controlled by women;
- Subcontracts awarded by prime contractors to small businesses;
- Subcontracts awarded by prime contractors to small businesses owned and controlled by socially and economically disadvantaged individuals;
- Subcontracts awarded by prime contractors to small businesses owned and controlled by women.

If consultations between the SBA and an agency fail to result in a mutually agreed upon goal, the Office of Federal Procurement Policy (OFPP) at the Office of Management and Budget (OMB) makes the final determination of the goal.

At the end of each fiscal year, P.L. 95-507 requires the head of each agency to report to the SBA administrator on the agency's achievement of goals for the year, with appropriate justifications for failure to meet specific goals.²

Agencies must also consult with the administrator of the General Services Administration (GSA) and set goals for prime contract awards to business concerns in labor surplus areas, as authorized in Public Law 96-302.

Women-owned small businesses benefited significantly from procurement reform in 1994. The Federal Acquisition Streamlining Act of 1994 (P.L. 103-355 signed October 13, 1994) for the first time requires a 5 percent governmentwide goal for women-owned small businesses. Women-owned small businesses are specifically incorporated into the procurement preference goaling process and are added as a class for subcontract plan goals. This 5 percent goal is to be in effect for the FY 1996 goaling process.

The SBA's detailed analysis and comments cover only the 19 federal agencies with the largest contracting budgets. These 19 agencies represent approximately 99 percent of federal procurement awards reported to the SBA. Tabular data on many of the smaller agencies' goals and achievements are also included.

² Public Law 100-656 requires that the President include this information in each annual report to Congress on the state of small business.

The Report for Fiscal Year 1994

Synopsis

By law, federal agencies are required to give small and small disadvantaged businesses the “maximum practicable opportunity” to participate in federal contracts for goods and services. To this end, agencies consult annually with the U.S. Small Business Administration (SBA) and set goals for the percentage of dollars to be awarded through prime contracts or subcontracts to small firms, small disadvantaged firms (including those participating in the 8(a) program), women-owned firms, and firms in designated “labor surplus areas.” At the end of the year, agencies report to the SBA on their success in meeting the goals. Last year SBA assigned account executives to the largest federal agencies. These individuals are charged with the responsibility of developing proactive strategies that will open new areas of opportunity to the small business community.

In fiscal year 1994, the executive branch of the federal government exceeded its overall small business prime contract goal of 22.9 percent by awarding 24.2 percent (\$42.3 billion) of a total of \$174.6 billion in federal prime contracts to small business. Federal agencies also exceeded the 1.7 percent goal for 8(a) firms, awarding 3.2 percent (\$5.5 billion); and the 1.9 percent goal for women-owned business prime contracts, awarding 2.0 percent (\$3.5 billion) of the \$174.6 billion in total federal prime contracts. Federal agencies also exceeded the 1.7 percent goal for women-owned business subcontracting by achieving 2.5 percent (\$1.5 billion) of a total of \$57.5 billion in subcontracting dollars. These results were possible because of the outstanding efforts of many individual agencies.

In three categories, however, the overall federal effort fell short of established goals. For prime contracts to small disadvantaged businesses, the goal was 4.3 percent; agencies achieved 3.0 percent. For subcontracting dollars to small businesses, agencies nearly achieved the goal of 38.4 percent, awarding 38.3 percent to small firms. For subcontracting dollars to small disadvantaged businesses, the goal was 5.7 percent, with agencies achieving 5.5 percent.

In this report, the SBA summarizes federal agency performance in meeting their goals and provides detailed comments on the 19 federal agencies with the largest contracting budgets. In the goal-setting process, agencies are encouraged to set aggressive goals and make strong efforts to meet them; most were able to do that in most categories.

Small Business Prime Contract Awards

In FY 1994, the federal government awarded 24.2 percent, or \$42.3 billion of a total \$174.6 billion, in prime contract dollars to small businesses (Tables 1 and 2). Both the total dollar amount and the percentage awarded to small businesses exceeded the projected goals: small firms gained \$5.6 billion more than had been estimated, and 1.3 percentage points more than the overall share goal of 22.9 percent.

Of the 19 agencies with the largest contracting budgets, 13 exceeded their percentage goals for FY 1994, five by more than \$100 million. The Department of Defense (DOD) awarded \$24.8 billion or 22.1 percent of the \$112.0 billion in contracts to small businesses. The DOD exceeded its 19.7 percent goal by 2.4 percentage points, and the additional amount awarded to small businesses exceeded \$5.1 billion.

Nine of the 19 agencies set more aggressive goals in FY 1994 than in FY 1993 and five of those—the Departments of Commerce (DOC), Defense, Health and Human Services (HHS), Labor (DOL), and Veterans Affairs (VA)—exceeded their goals.

Agency Shortfalls

The Small Business Administration is charged in P.L. 95–507 with the responsibility of analyzing and commenting on shortfalls by major reporting agencies. Seven of the 19 major agencies missed their percentage goals for prime contract awards to small businesses: the Departments of Agriculture (USDA), Energy (DOE), Justice (DOJ), and State, and the General Services Administration Non-Federal Supply Schedules, the Tennessee Valley Authority (TVA), and the U.S. Agency for International Development (USAID). This group includes three of the agencies that had set more aggressive goals than in FY 1993.

Department of Agriculture

The U. S. Department of Agriculture missed its small business prime contract goal of 53.1 percent by 10.9 percentage points. However, Agriculture exceeded its small business prime contract dollar goal of \$1.5 billion by \$100.9 million.

Department of Energy

The Department of Energy missed its small business prime contract goal by 5.5 percentage points and its dollar goal by more than \$1.1 billion. The actual prime contract dollar amount awarded to small businesses in FY 1994 was \$3.3 billion.

Department of Justice

The Department of Justice missed its small business prime contract goal of 36.5 percent by 1.5 percentage points, but exceeded its dollar goal of \$652.0

million by \$41.6 million. The department reported that a significant amount of money was spent with firms classified as “other than small” for projects such as jail cell construction to alleviate overcrowding in federal prisons and to reduce the need for housing federal inmates in state and local jails, national implementation of a fingerprinting system, and construction of a major departmental facility in West Virginia (an area with a limited number of small or minority-owned firms prepared to perform the contracts). These large business projects increased total procurement dollars expended while decreasing the percentage of dollars spent with small firms. The department has implemented initiatives to improve and meet goals for FY 1995.

Department of State

The Department of State missed its small business prime contract goal of 45.0 percent by 2.1 percentage points, but increased its small business prime contract dollars by \$50.9 million. The State Department’s report did not try to attribute this slight shortfall to any particular cause, but noted that in implementing a multiyear plan to modernize its information systems, the agency is spending a greater share of its budget on ADP hardware.

General Services Administration (Non-Federal Supply Schedule)

The General Services Administration missed its small business Non-Federal Supply Schedule goal of 36.0 percent by 2.4 percentage points, but exceeded its dollar goal by \$219.5 million. The actual dollar amount awarded for small business prime contracts in FY 1994 was \$2.2 billion. GSA’s report says the dollars committed by the agency significantly exceeded projected obligations because of the award of several major construction projects that were not included in the base at the time the goals were established. A large number of the projects were not available for award to small businesses because of their high dollar value and correspondingly high bonding requirements. The inclusion of these high dollar value projects in the base resulted in a decrease in the percentage of awards to small, small disadvantaged, and women-owned businesses, even though the total dollars awarded to those businesses exceeded projections.

Tennessee Valley Authority

The Tennessee Valley Authority missed its small business prime contract goal of 41.0 percent by 22.2 percentage points. TVA’s report says that in order to take advantage of efficiencies and low acquisition costs, it was necessary for TVA to consolidate many of its small requirements into large multi-year contracts. Because of a lower-than-anticipated percentage of small, disadvantaged, and women-owned businesses competing for and winning these contracts, TVA failed to meet many of the small business goals.

U.S. Agency for International Development

The U.S. Agency for International Development missed its small business prime contract goal of 35.0 percent by 21.0 percentage points, but exceeded its dollar goal of \$144.6 million by \$66.0 million.

Small Business Subcontract Awards

Federal prime contractors awarded \$57.5 billion in federal funds to subcontractors in FY 1994 (Tables 3 and 4). Of the total, \$22.0 billion—38.3 percent—went to small firms. This share was only one-tenth of a percentage point lower than projected. Subcontracts totaled \$6.7 billion more than expected and the dollar share to small businesses was nearly \$2.5 billion more than projected.

Prime contractors to the 19 agencies with the largest contracting budgets awarded 99.8 percent of the total small business subcontract dollars. Twelve of the 19 agencies—the Departments of Commerce, Education (DOEd), Energy, Health and Human Services, Housing and Urban Development, Justice, Transportation (DOT), Treasury, the Environmental Protection Agency (EPA), the National Aeronautics and Space Administration (NASA), the Tennessee Valley Authority, and the U.S. Agency for International Development—exceeded their both their percentage and their dollar goals for subcontracting to small business.

The largest single agency percentage increase over the projected total came from the Department of Education, which awarded 71.0 percent to small firms—31.0 percentage points more than projected. The next largest percentage gain was from the Department of Housing and Urban Development (HUD). HUD subcontracted 43.2 percent—21.2 percentage points more than projected.

The largest dollar increase over the projected total came from the Department of Defense, which missed its projected small business share by 0.4 percentage point, but increased its dollar total for small business by \$1.7 billion to \$17.4 billion. The second largest dollar share gain was from the National Aeronautics and Space Administration, which awarded \$1.5 billion to small business—\$421.0 million more than projected.

Of all the agencies, the Department of Labor set the highest percentage goal for small business at 63.5 percent. Labor achieved 60.7 percent—2.8 percentage points under the projected amount.

Eight agencies increased their percentage goals over FY 1993: six exceeded them. Seven other agencies that did not increase their goals achieved a larger percentage of subcontract dollars for small firms than in FY 1993.

Agency Shortfalls

Seven of the 19 agencies missed their percentage goals for subcontract dollars to small business. Of these, the Departments of Defense, Interior (DOI), Labor and State nevertheless awarded more in dollars than had been projected in

their goals. The Departments of Defense, Interior, and State also achieved a higher percentage of subcontract dollars for small business than in FY 1993. The Department of Labor and the General Services Administration, two of the seven agencies that did not achieve their goals, had adopted more challenging goals than in FY 1993.

The Small Business Administration has reviewed the reports of the seven agencies that had shortfalls: the Departments of Agriculture, Defense, Interior, Labor, State, Veterans Affairs, and the General Services Administration.

Department of Agriculture

The U.S. Department of Agriculture missed its small business subcontracting goal by 17.1 percentage points and its dollar goal by \$114.2 million. The actual dollar amount subcontracted to small business in FY 1994 was \$38 million.

Department of Defense

The Department of Defense almost achieved its goal of 38.7 percent, subcontracting 38.3 percent to small firms. The DOD exceeded its dollar goal by more than \$1.7 billion, awarding nearly \$17.4 billion in subcontracts to small firms.

Department of the Interior

The Department of the Interior failed to reach its small business subcontract goal of 55.0 percent by 5.0 percentage points, but exceeded its dollar goal of \$38.5 million by \$21.6 million. The department's report stresses that the agency cannot directly influence subcontract awards, but DOI strongly encourages their large prime contractors to set aggressive small business subcontracting goals.

Department of Labor

Although the Department of Labor failed by 2.8 percentage points to meet its small business subcontract goal of 63.5 percent, it increased subcontracted dollars to small business from \$73.7 million in FY 1993 to \$89.0 million in FY 1994. In addition, Labor's total subcontract dollars were higher than predicted.

Department of State

The Department of State missed its small business subcontracting goal of 45.0 percent by 6.2 percentage points, but exceeded its dollar goal by \$5.3 million. According to the agency's report, most of the subcontract dollars went through general contractors to host country companies to construct, repair, or renovate U.S. embassies.

Department of Veterans Affairs

The Department of Veterans Affairs failed to meet its small business subcontract goal of 40.0 percent by 16.2 percentage points. VA also failed by \$65.2

million to meet its small business subcontract dollar goal. The dollar amount subcontracted to small businesses in FY 1994 was \$254.8 million.

General Services Administration

The General Services Administration failed to meet both its small business subcontracting percentage goal (by 5.5 percentage points) and its dollar goal (by \$226.0 million). The agency's report said that during this period, some of the small business subcontractors declared bankruptcy, merged with other companies, or were bought out by larger businesses. Economic difficulties also caused some large contractors to reduce their discretionary spending and to produce more of their product in house. Also, many large construction projects were awarded in FY 1994: these projects would have excellent subcontracting opportunities, but not before FY 1995. GSA also noted that the agency has very little leverage to negotiate higher subcontracting goals in public utility contracts.

Minority Small Business Awards: The 8(a) Program

Through the 8(a) program, the federal government contracts with small companies owned and controlled by socially and economically disadvantaged individuals. Under the program, the U.S. Small Business Administration acts as a prime contractor, entering into contracts with other federal agencies and then negotiating subcontracts with participating small 8(a) companies.

The federal government awarded \$5.5 billion (3.2 percent) of the total amount awarded in prime contracts through the SBA to small disadvantaged businesses in the 8(a) program in FY 1994 (Tables 5 and 6). Both the total amount and the percentage awarded to 8(a) firms exceeded the projected figures: 8(a) companies gained \$2.7 billion more than had been estimated, and 1.5 percentage points more than the overall goal of 1.7 percent.

The 19 federal agencies with the largest contracting budgets awarded 97.7 percent of the total 8(a) contract dollars. The U.S. Department of Defense generated 49.9 percent of the 8(a) dollars in FY 1994, proportionately considerably less than its 67.1 percent share of all federal prime contract dollars.

Thirteen of the 19 key agencies met or exceeded their goals for 8(a) contracts: the Departments of Agriculture, Commerce, Defense, Education, Health and Human Services, Housing and Urban Development, Interior, State, Transportation, Treasury, and Veterans Affairs, the General Services Administration (Federal Supply Service Schedule), and the National Aeronautics and Space Administration. Especially notable were the efforts of the Departments of the Treasury, Transportation, and Housing and Urban Development.

The Department of Defense has, by specific legislation, a goal of 5.0 percent for participation of small disadvantaged businesses, and it does not provide separate goals for 8(a) and other SDB awards. When both 8(a) and SDB

are combined, DOD achieved 5.5 percent, exceeding the SDB goal of 5.0 percent by five-tenths of a percentage point.

The Department of the Treasury exceeded both its percentage and dollar goals for contracts to 8(a) firms: the goal was 9.7 percent (\$145.0 million), the achievement, 14.8 percent (\$194.6 million).

Several agencies achieved relatively smaller increases in 8(a) percentages than dollars because of increases in total prime contract dollars. The Department of Housing and Urban Development exceeded its projected goal of 3.5 percent by 4.3 percentage points and increased dollars by \$29.0 million—7.8 percent of total dollars. Similarly, the Department of State exceeded its projected goal of 8.7 percent by 3.8 percentage points and increased dollars by \$36.0 million. The Department of Commerce exceeded its goal of 8.0 percent by 2.6 percentage points and increased dollars by \$23.4 million.

Agencies in the “all other” category exceeded their aggregate 9.3 percent goal by 4.0 percentage points and their total dollar goal by \$43.4 million, with contracts to 8(a) firms totaling \$124.3 million (Table 6). Several of these agencies significantly exceeded their 8(a) share and dollar goal figures: the Corporation for National Service (formerly ACTION) exceeded its goal of 3.2 percent (\$260,000) by 51.6 percentage points and increased dollars by \$2.8 million. The Equal Employment Opportunity Commission exceeded its goal of 6.0 percent (\$540,000) by 19.4 percentage points, or \$1.8 million. The Executive Office of the President exceeded its goal of 10.0 percent (\$2.0 million) by 11.2 percentage points, or \$2.4 million. The Federal Communications Commission exceeded its goal of 12.9 percent (\$765,600) by 26.4 percentage points and increased dollars by \$14.8 million. The National Labor Relations Board exceeded its goal of 22.0 percent (\$848,000) by 25.6 percentage points and increased dollars by \$2.1 million; and the Small Business Administration exceeded its goal of 37.0 percent (\$10.2 million) by 7.3 percentage points and increased dollars by \$4.4 million.

Agency Shortfalls

Seven of the 19 largest agencies failed to achieve their percentage goals for 8(a) contracts: the Departments of Energy, Justice, and Labor; the Environmental Protection Agency; the General Services Administration (Non-Federal Supply Schedule); the Tennessee Valley Authority; and the U.S. Agency for International Development. Of these, three—the Departments of Energy and Justice and the General Services Administration—had increased their goals from the FY 1993 level.

Department of Energy

The Department of Energy missed its 8(a) goal of 4.0 percent by 2.0 percentage points and its dollar goal by \$379.5 million. Energy’s report says the 8(a) prime goal for FY 1994 was 250 percent greater than the 8(a) accomplishment for FY 1993. The department fell short of achieving this goal by less than half a percentage point. Efforts included expansion of the 8(a) program for use by

management and operating (M&O) contractors and small purchase programs for M&O contractors to reserve purchases of \$50,000 or less exclusively for disadvantaged and women-owned business without competition, and to reserve purchases at any value for competition exclusively among disadvantaged or women-owned businesses. Further, all procurement requests over \$3 million were sent to headquarters for additional set-aside consideration.

Department of Justice

The Department of Justice missed its 8(a) goal of 6.5 percent by six-tenths of a percentage point, but exceeded its dollar goal by \$800,000. The actual dollars awarded to 8(a) firms totaled \$116.9 million. Justice's report says that during FY 1994 the department spent more money with small businesses and small 8(a) firms than projected. Although DOJ missed the percentage goal slightly, the agency exceeded the monetary goal. DOJ expended significant funds with firms classified as "other than small" for major projects such as jail cell construction to alleviate the overcrowding in federal prisons and to reduce the need for housing federal inmates in state and local jails; continuation of the national implementation of a fingerprinting system; and a major departmental facility currently under construction in West Virginia, an area with a limited number of small and/or minority-owned firms. These large business projects increase the total procurement dollars expended, at the same time decreasing the percentages of dollars spent with small firms.

Department of Labor

The Department of Labor missed its 8(a) goal of 4.4 percent by seven-tenths of a percentage point and its dollar goal of \$33.8 million by \$2.6 million.

Environmental Protection Agency

The Environmental Protection Agency missed its 8(a) goal of 8.0 percent by 3.2 percentage points and its dollar goal of \$104.0 million by \$39.0 million. The agency's Office of Small and Disadvantaged Business Utilization (OSDBU) is working with EPA program offices to identify major new procurements for 8(a) and small business set-asides in FY 1995. The Superfund program office is supporting this effort by structuring some of its large procurements for performance by 8(a) firms and small businesses. This will allow more small firms to become prime contractors.

Tennessee Valley Authority

The Tennessee Valley Authority missed its 8(a) goal of 2.5 percent by 2.3 percentage points and its dollar goal of \$42.5 million by \$36.5 million. Total dollars awarded were \$6.0 million. To take advantage of low acquisition costs, it was necessary for TVA to consolidate many of its small requirements into large multi-year contracts. Because of a lower-than-anticipated percentage of small, disadvantaged, and women-owned businesses competing for and winning the contracts, TVA failed to meet many of its small business goals.

U.S. Agency for International Development

The U.S. Agency for International Development missed its 8(a) goal of 8.8 percent by 5.4 percentage points, but exceeded its dollar goal of \$36.4 million by \$14.2 million.

Small Disadvantaged Business Prime Contracts

In FY 1994, the federal government awarded \$5.1 billion, or 3.0 percent of the total \$174.6 billion in prime contract dollars to small disadvantaged businesses (Tables 7 and 8). These figures do not include contracts awarded through the 8(a) program. The total missed the projected 4.3 percent share by 1.3 percentage points; the dollar amount missed the projected total by approximately \$1.8 billion. The goal and achievement figures are not strictly comparable, however, because while the Department of Defense does not break out 8(a) contracts in its 5 percent goal for small disadvantaged business contracts, the agency does report achievements for 8(a) and other SDB awards separately. DOD awarded \$2.8 billion in the 8(a) category.

All but \$30.9 million of the SDB prime contract dollars were generated by the 19 agencies with the largest contracting budgets. More than \$130.8 million of the increase over the projected total came from the Department of Transportation.

Thirteen of the 19 agencies met or exceeded their goals in the SDB prime category: the Departments of Agriculture, Commerce, Defense, Health and Human Services, Housing and Urban Development, Justice, Labor, State, Transportation, Treasury and Veterans Affairs; the National Aeronautics and Space Administration; and the U.S. Agency for International Development. The Department of Housing and Urban Development achieved the highest percentage goal for SDBs: 8.7 percent (\$59.8 million) of its \$685.3 million in prime contract dollars went to small disadvantaged businesses. The Departments of Transportation and Veterans Affairs, in addition to the U.S. Agency for International Development, exceeded their percentage goals, and total dollars were more than double their established goals.

Not only did nine of the 19 key agencies set more aggressive goals in FY 1994, but six of these—the Departments of Commerce, Labor, Treasury, and Veterans Affairs, the National Aeronautics and Space Administration, and the U.S. Agency for International Development—met or exceeded their goals.

Agency Shortfalls

The SBA has reviewed and provided specific comments on the reports of the six major agencies that did not achieve their goals for FY 1994: the Departments of Education, Energy, and Interior, the Environmental Protection Agency, the General Services Administration (FSS and NFSS), and the Tennessee Valley Authority.

Department of Education

The Department of Education missed its small disadvantaged business prime contract goal of 3.8 percent by 1.1 percentage points and its dollar goal of \$10.8 million by \$1.8 million, awarding a total of \$9.0 million.

Department of Energy

The Department of Energy missed its small disadvantaged business prime contract goal of 6.0 percent by 3.2 percentage points and its dollar goal of \$1.1 billion by \$598.9 million. The total dollars awarded were \$481.1 million. The agency nevertheless made an extraordinary effort, taking aim at an FY 1994 goal that was more than 200 percent greater than the accomplishment for FY 1993. A departmental decision to reduce support service contracting by up to 20 percent also adversely affected Energy's SDB results.

Department of the Interior

The Department of the Interior missed its small disadvantaged business prime contract goal of 4.0 percent by four-tenths of a percentage point and its dollar goal of \$51.3 million by \$1.6 million. The total dollars awarded were \$49.7 million. The DOI report mistakenly indicated that the 4.0 percent goal had been met; the actual percentage achieved was 3.6 percent.

Environmental Protection Agency

The Environmental Protection Agency missed its small disadvantaged business prime contract goal of 2.0 percent by four-tenths of a percentage point and its dollar goal of \$26.0 million by \$3.9 million. EPA's report mistakenly indicated that the agency had met the 2.0 percent goal; the actual achievement was 1.6 percent.

General Services Administration

The General Services Administration missed its small disadvantaged business prime contract Federal Supply Service Schedule goal of 2.5 percent by one-tenth of a percentage point, and its Non-Federal Supply Service Schedule goal of 2.5 percent by two-tenths of a percentage point. GSA, however, exceeded its dollar goal for the Federal Supply Service Schedule of \$6.9 million by \$2.8 million, and the Non-Federal Supply Service Schedule of \$135.7 million by \$12.9 million. GSA's report says that the total dollars committed by the agency significantly exceeded projected obligations because several major construction projects were not included in the base at the time goals were established. Many of these projects were not available for award to small businesses because of the high dollar value and correspondingly high bonding requirements of the projects. The inclusion of these high-dollar-value projects in the base of dollars obligated resulted in a decrease in the percentage of awards to small, small disadvantaged and women-owned businesses, even though the total dollars awarded to those businesses exceeded projections.

Tennessee Valley Authority

The Tennessee Valley Authority missed its small disadvantaged business prime contract goal of 3.5 percent by 1.4 percentage points and its dollar goal of \$59.5 million by \$16.2 million. Dollars awarded totaled \$43.3 million.

Small Disadvantaged Business Subcontracts

Prime contractors to the federal government awarded almost \$3.2 billion, or 5.5 percent, of the total subcontract awards to small disadvantaged business subcontractors in FY 1994 (Tables 9 and 10). This achievement fell short of the 5.7 percent goal by two-tenths of a percentage point. The small disadvantaged business subcontracting dollar goal of \$2.9 billion was exceeded by \$248.3 million.

Prime contractors to the 19 agencies with the largest contracting budgets awarded 99.8 percent of the dollar value of these awards.

Seven of the 19 agency prime contracting groups met or exceeded their established goals in the SDB subcontracting category: prime contractors for the Departments of Defense, Energy, Housing and Urban Development, State, Transportation, and Veterans Affairs, and the U.S. Agency for International Development. Prime contractors to the Department of Transportation doubled both the share and dollar goals, increasing dollars from \$25.7 million to \$52.7 million. Prime contractors to the Department of Defense increased dollars to SDBs from \$2.0 billion to \$2.3 billion.

Agency Shortfalls

Twelve of the 19 key agencies failed to achieve their established percentage goals for SDB subcontracting: the Departments of Agriculture, Commerce, Education, Health and Human Services, Interior, Justice, Labor, and Treasury, the Environmental Protection Agency, the General Services Administration, the National Aeronautics and Space Administration, and the Tennessee Valley Authority. The Department of Health and Human Services came within one-tenth of a percentage point of achieving its goal.

Department of Agriculture

The U.S. Department of Agriculture missed its small disadvantaged business subcontracting goal of 5.0 percent by 1.4 percentage points and its dollar goal of \$14.3 million by \$10.5 million. Dollars awarded totaled \$3.8 million.

Department of Commerce

The Department of Commerce missed its small disadvantaged business subcontracting goal of 8.0 percent by four-tenths of a percentage point but exceeded its dollar goal of \$8.4 million by \$3.1 million.

Department of Education

The Department of Education missed its small disadvantaged business subcontracting goal of 6.0 percent by three-tenths of a percentage point, but exceeded its dollar goal of \$900,000 by \$1.5 million.

Department of Health and Human Services

The Department of Health and Human Services missed its small disadvantaged business subcontracting goal of 8.4 percent by one-tenth of a percentage point, but exceeded its dollar goal of \$21.0 million by \$10.2 million.

Department of the Interior

The Department of the Interior missed its small disadvantaged business subcontracting goal of 7.8 percent by 1.1 percentage points, but exceeded its dollar goal of \$5.5 million by \$2.5 million.

Department of Justice

The Department of Justice missed its small disadvantaged business subcontracting goal of 5.5 percent by 1.7 percentage points and its dollar goal of \$24.6 million by \$5.1 million. The total dollar amount subcontracted to small disadvantaged businesses was \$19.5 million. During FY 1994 the Justice Department expended more money with small businesses and small Section 8(a) firms than projected. DOJ expended significant funds with firms classified as "other than small" for major projects such as jail cell construction to alleviate the overcrowding in federal prisons and to reduce the need for housing federal inmates in state and local jails; continuation of the national implementation of a fingerprinting system; and a major departmental facility currently under construction in West Virginia, an area with a limited number of small and/or minority firms. Adding these large business projects increases the total and decreases the percentage spent with small firms.

Department of Labor

The Department of Labor missed its small disadvantaged subcontracting goal of 14.5 percent by five-tenths of a percentage point, but exceeded its dollar goal of \$18.4 million by \$2.1 million. The total dollar amount subcontracted to small disadvantaged businesses was \$20.5 million.

Department of the Treasury

The Department of the Treasury missed its small disadvantaged business subcontract goal of 5.0 percent by three-tenths of a percentage point, but exceeded its dollar goal of \$18.8 million by \$2.4 million. The Department of the Treasury took aggressive initiatives to improve the SDB prime contracting and subcontracting program. In May 1994, 23 of Treasury's prime contractors signed a "Partnership Pledge" to form strategic alliances with small, minority- and women-owned businesses, identify and eliminate internal impediments to the maximum practicable use of small women-owned businesses as subcon-

tractors, recommend and test innovative practices to increase subcontracting with small women-owned businesses, and share experiences relevant to expanding the use of small women-owned businesses as subcontractors. Another aggressive concept that has emphasized the importance of subcontracting with small minority businesses is the inclusion of the subcontracting plan as an evaluation factor in major solicitations.

Environmental Protection Agency

The Environmental Protection Agency missed its small disadvantaged business subcontract goal of 12.0 percent by nine-tenths of a percentage point, but exceeded its dollar goal of \$19.8 million by \$9.3 million. EPA's report indicates that the agency met the 12.0 percent goal; however, the actual achievement was 11.1 percent.

General Services Administration

The General Services Administration missed its small disadvantaged business subcontracting goal of 5.5 percent by 1.7 percentage points and its dollar goal of \$165.0 million by \$57.8 million. According to the GSA report, contractors informed the agency that, because of economic problems, some of the small business vendors went bankrupt, merged with other companies, or were bought out by large business concerns in fiscal year 1994. Some of the contractors reduced their discretionary spending in fiscal year 1994 in order to economize. GSA's prime contractors also produced more in house rather than subcontracting out. Many large construction projects were awarded in fiscal year 1994 that would have excellent subcontracting opportunities for small business concerns, but not until fiscal year 1995. Public utility contracts have historically posed a problem for the small, small disadvantaged and women-owned business programs. Because of the nature of public utility services, GSA maintains very little leverage to negotiate higher subcontracting goals in the small and disadvantaged business categories for these contracts.

National Aeronautics and Space Administration

The National Aeronautics and Space Administration missed its small disadvantaged business subcontract goal of 12.5 percent by 2.8 percentage points and its dollar goal of \$436.2 million by \$19.4 million. NASA's report says that with the exception of subcontracting by large prime contractors to small disadvantaged businesses, the agency exceeded all of its goals. It should be noted that 78 percent of the missed goal was attained even after the goal was increased by 74 percent over the previous year's goal.

Tennessee Valley Authority

The Tennessee Valley Authority missed its small disadvantaged business subcontracting goal of 10.0 percent by 5.2 percentage points and its dollar goal of \$23.0 million by \$3.6 million. Achieving subcontracting goals is difficult, according to TVA, because many of the agency procurements that have subcontracting requirements are for major components in the repair and maintenance of

nance of power-producing facilities. The availability of small firms to bid on these requirements is limited.

Women-Owned Small Business Prime Contracts

The federal government awarded \$3.5 billion in prime contracts to women-owned businesses in fiscal year 1994 (Tables 11 and 12). The total exceeded the projected 1.9 percent share of prime contract dollars by one-tenth of a percentage point; the dollar amount exceeded the projected total by \$391.7 million.

The Federal Acquisition Streamlining Act of 1994 (P.L. 103-355) established a five percent government-wide goal for women-owned businesses. Women-owned businesses were specifically incorporated into the procurement preference goaling process. Women-owned businesses were also added as a class for subcontract plan goals.

In addition, a definition of “women-owned businesses” was established. A “small business concern owned and controlled by women” is defined as a small business concern that is (or the stock of which is) at least 51 percent owned by one or more women, and whose management and daily business operations are controlled by one or more women.

All except \$48.7 million (1.4 percent) of the total amount in prime contracts to women-owned businesses was generated by the 19 agencies with the largest contracting budgets. Some \$357 million of the increase over the projected total came from the Department of Defense.

Eleven of the 19 largest agencies met or exceeded their women-owned business prime percentage goals. They are: the Departments of Agriculture, Defense, Health and Human Services, Housing and Urban Development, Interior, State, Transportation, Treasury, and Veterans Affairs, in addition to the General Services Administration and the National Aeronautics and Space Administration.

Of the 19 largest agencies, the Department of Housing and Urban Development contracted the largest share of its prime contract dollars to women-owned businesses—8.1 percent. Of all the reporting agencies, the National Endowment for the Humanities achieved the highest percentage in this category, at 30.0 percent of its prime contract dollars.

Agency Shortfalls

The SBA reviewed the reports of the seven major agencies that fell short of their percentage goals for FY 1994. They are the Departments of Commerce, Education, Justice, and Labor, in addition to the Environmental Protection Agency, the Tennessee Valley Authority, and the U.S. Agency for International Development.

Department of Commerce

The Department of Commerce missed its women-owned small business prime contract goal of 4.0 percent by four-tenths of a percentage point and its dollar goal of \$27.9 million by \$600,000.

Department of Education

The Department of Education missed its women-owned small business prime contract goal of 3.5 percent by eight-tenths of a percentage point and its dollar goal of \$10.0 million by \$1.1 million.

Department of Energy

The Department of Energy missed its women-owned small business prime contract goal by 1.1 percentage point and its dollar goal by more than \$221.7 million.

Department of Justice

The Department of Justice missed its women-owned small business prime contract goal of 3.0 percent by six-tenths of a percentage point and its dollar goal of \$53.6 million by \$6.4 million. Justice's report says in the area of women-owned small businesses, the department achieved 88 percent of its goal. DOJ expended significant amounts of money with firms classified as "other than small" for major projects, such as jail cell construction, continuation of the national implementation of a fingerprinting system, and construction of a departmental facility in West Virginia, an area with a limited number of small and/or minority firms.

Department of Labor

The Department of Labor missed its women-owned small business prime contract goal of 4.2 percent by 2.2 percentage points and its dollar goal of \$32.5 million by \$15.2 million.

Environmental Protection Agency

The Environmental Protection Agency missed its women-owned small business prime contract goal of 2.0 percent by six-tenths of a percentage point and its dollar goal of \$26.0 million by \$7.5 million. EPA's report says action has been taken by the agency's Office of Small and Disadvantaged Business Utilization to increase the dollar value of requirements placed with 8(a) and women-owned firms. EPA worked with EPA program offices to identify major new procurements for 8(a) and small business set-asides in FY 1995. EPA has succeeded in gaining support of the Superfund program officials to structure some of their large procurements for performance by 8(a) firms and small businesses. The restructuring of these procurement packages will allow for more small firms, including women-owned firms, to become prime contractors.

Tennessee Valley Authority

The Tennessee Valley Authority missed its women-owned small business prime contract goal of 1.4 percent by seven-tenths of a percentage point and its dollar goal of \$23.8 million by \$9.7 million. The TVA reported that in order to take advantage of efficient and low acquisition costs, it was necessary to consolidate many of small requirements into large multi-year contracts. Because of a lower than anticipated percentage of small, disadvantaged, and women-owned businesses competing and winning these contracts, TVA failed to meet many of the small business goals.

U.S. Agency for International Development

The U.S. Agency for International Development missed its women-owned small business prime contract goal of 4.4 percent by 3.0 percentage points, but exceeded its dollar goal of \$18.2 million by \$3.5 million.

Women-Owned Small Business Subcontracts

The federal government awarded \$1.5 billion in subcontracts (2.5 percent) to women-owned businesses in fiscal year 1994 (Tables 13 and 14). The total exceeded the 1.7 percent goal for women-owned small business subcontract dollars by eight-tenths of a percentage point. The dollar amount exceeded the projected total by \$565.6 million.

All except \$1.6 million (0.1 percent of the total) was generated by the 19 agencies with the largest contracting budgets. Some \$374.6 million of the increase over the projected total came from the Department of Defense.

Fourteen of the 19 largest agencies met or exceeded their women-owned small business subcontracting goals: the Departments of Agriculture, Defense, Education, Energy, Interior, Justice, State, Transportation, Treasury, and the Veterans Affairs, in addition to the Environmental Protection Agency, the General Services Administration, the National Aeronautics and Space Administration, and the U.S. Agency for International Development.

Of the 19 largest agencies, the Department of Transportation's prime contractors achieved the highest percentage in subcontracting to women-owned firms—6.8 percent. Of all the reporting agencies, prime contractors to the Executive Office of the President awarded the largest percentage—11.6 percent—of their subcontract dollars to women-owned firms.

Agency Shortfalls

The SBA reviewed the reports of the five major agencies that fell short of their percentage goals for FY 1994. They are the Departments of Commerce, Health and Human Services, Housing and Urban Development, and Labor, and the Tennessee Valley Authority.

Department of Commerce

The Department of Commerce missed its women-owned small business subcontracting goal of 3.0 percent by three-tenths of a percentage point, but exceeded its dollar goal of \$3.2 million by \$900,000, awarding \$4.1 million in subcontracts to women-owned firms.

Department of Health and Human Services

The Department of Health and Human Services missed its women-owned small business subcontracting goal of 1.0 percent by five-tenths of a percentage point and its dollar goal of \$2.5 million by \$800,000. HHS met all of its procurement preference goals for FY 1994 with the exception of the subcontracting awards to women-owned businesses. Although the department achieved just 50 percent of the subcontracting goal to women-owned businesses, HHS continues to commit maximum participation to women-owned businesses in all aspects of its procurement programs.

Department of Housing and Urban Development

The Department of Housing and Urban Development missed its women-owned small business subcontracting goal of 6.0 percent by two-tenths of a percentage point and its dollar goal of \$7.3 million by \$3.5 million.

Department of Labor

The Department of Labor missed its women-owned small business subcontracting goal of 5.0 percent by four-tenths of a percentage point, but exceeded its dollar goal of \$6.3 million by \$400,000.

Tennessee Valley Authority

The Tennessee Valley Authority missed its women-owned small business subcontracting goal of 5.0 percent by 2.6 percentage points and its dollar goal of \$11.5 million by \$1.7 million. TVA's report says that in order to take advantage of low acquisition costs, it was necessary to consolidate many small requirements into large multi-year contracts. Because a lower than anticipated percentage of small, disadvantaged, and women-owned businesses competed for and won these contracts, TVA failed to meet many of its small business goals.

The Report for Fiscal Year 1995

Synopsis

By law, federal agencies are required to provide small and small disadvantaged businesses the “maximum practicable opportunity” to participate in federal contracts for goods and services. To this end, agencies consult annually with the U.S. Small Business Administration and set goals for the percentage of dollars to be awarded through prime contracts or subcontracts to small firms, small disadvantaged firms (including those participating in the 8(a) program), small women-owned firms, and firms in designated “labor surplus areas.” At the end of the year, agencies report to the SBA on their success in meeting the goals. SBA has assigned account executives to the largest federal agencies. These individuals work with the agencies to develop proactive strategies that will open new areas of opportunity to the small business community.

In fiscal year 1995, the executive branch of the federal government exceeded all of its small business prime contract goals with the exception of the small disadvantaged business goal. The agencies exceeded their overall small business prime contract goal of 22.6 percent by awarding 24.9 percent (\$43.2 billion) of the \$173.6 billion total dollars awarded in fiscal year 1995 to small business. The agencies also exceeded the 8(a) goal of 1.7 percent by awarding 3.7 percent (\$6.5 billion) in 8(a) contracts and the women-owned small business goal of 2.1 percent by awarding 2.3 percent (\$3.9 billion). Federal agencies, however, failed to achieve the small disadvantaged business prime contract goal of 4.3 percent, awarding just 3.2 percent (\$5.5 billion) in prime contracts to small disadvantaged businesses.

Federal agencies also exceeded all of the small business subcontracting goals. The federal government’s large business prime contractors subcontracted \$56.9 billion to small businesses in fiscal year 1995. They awarded 41.9 percent (\$23.8 billion) of the subcontracting total to small businesses, exceeding the 37.8 percent goal. They also awarded 6.6 percent (\$3.8 billion)—more than the 5.7 percent goal—to small disadvantaged businesses and 3.0 percent (\$1.7 billion) to women-owned small business subcontractors, exceeding the 2.4 percent goal.

In this report, the SBA summarizes federal agency performance in meeting their goals and provides detailed comments from the 19 federal agencies with the largest contracting budgets. In the goal-setting process, agencies are encouraged to set aggressive goals and make strong efforts to meet them; most were able to do that in most categories.

Small Business Prime Contract Awards

In FY 1995, the federal government awarded 24.9 percent, or \$43.2 billion of a total \$173.6 billion, in prime contract dollars to small business (Tables 1 and 2). Both the total dollar amount and the percentage awarded to small businesses exceeded the projected goals: small firms gained \$6.5 billion more than had been estimated, and 2.3 percentage points more than the overall share goal of 22.6 percent.

Of the 19 agencies with the largest contracting budgets, 11 exceeded their percentage goals for FY 1995, eight by more than \$100 million. The Department of Defense awarded \$25.3 billion, or 23.0 percent of the \$110.0 billion in contracts to small business. The DOD exceeded its 20.6 percent goal by 2.4 percentage points, and the additional amount awarded to small business exceeded \$3.8 billion.

Eleven of the 19 agencies set more aggressive goals in FY 1995 than in FY 1994 and three of those—the Departments of Commerce and Defense, and the General Services Administration—exceeded their goals.

Agency Shortfalls

The Small Business Administration is charged in P.L. 95-507 to analyze and comment on shortfalls by major reporting agencies. Eight of the 19 major agencies missed their percentage goals for prime contract awards to small businesses: the Departments of Agriculture, Education, Health and Human Services, and Labor, and the Environmental Protection Agency, the National Aeronautics and Space Administration, the Tennessee Valley Authority, and the U.S. Agency for International Development. This group includes six of the agencies that had set more aggressive goals than in FY 1994.

Department of Agriculture

The U.S. Department of Agriculture missed its small business prime contract goal of 51.0 percent by 8.6 percentage points and its dollar goal by \$27.4 million. The actual dollar amount awarded by the USDA in prime contracts to small business in FY 1995 was \$1.3 billion. In an agency analysis of the last two years' failure record, the USDA found that there had been an increase in the use of full and open competition, in which small businesses have been less successful competing against large firms. The agency had also expanded the use of credit cards (to \$60 million in charges) and third party drafts (to \$58.7 million) and was unable to track small business participation in these transactions; the result is a significant impact on USDA's ability to monitor and report small business achievements.

Department of Education

The Department of Education missed its small business prime contract goal of 28.0 percent by 2.7 percentage points. Although the Department of Education did not meet its percentage goal, it exceeded its prime contract dollars to small business by \$8.6 million, awarding a total of \$95.4 million.

Department of Health and Human Services

The Department of Health and Human Services missed its small business prime contract goal of 39.0 percent by one-tenth of a percentage point, but exceeded the dollar goal of \$1.1 billion by more than \$130 million.

Department of Labor

The Department of Labor failed to reach its small business prime contract goal of 24.9 percent by 2.6 percentage points, but increased its prime contract dollars to small business by \$2.7 million. Small business prime contract dollars totaled nearly \$195 million.

Environmental Protection Agency

The Environmental Protection Agency missed its small business prime contract goal of 25 percent by 1.9 percentage points and its dollar goal by \$85.8 million. EPA's report indicated that the percentages were lower and attributed the shortfall in small business procurement to lower budgets in several major program offices.

National Aeronautics and Space Administration

The National Aeronautics and Space Administration failed to meet its small business prime contract goal of 10.5 percent by three-tenths of a percentage point and its dollar goal of \$1.1 billion by \$86.8 million. NASA's total dollar awards fell short of the estimated amount of \$10.6 billion by \$534 million.

Tennessee Valley Authority

The Tennessee Valley Authority missed its small business prime contract goal of 30.0 percent by 12.3 percentage points and its dollar goal of \$583.5 million by \$58.8 million. TVA's estimate of total dollar awards was low at \$1.9 billion; the agency actually awarded nearly \$3 billion.

U.S. Agency for International Development

The U.S. Agency for International Development failed to meet its small business prime contract goal of 35.2 percent by 16.3 percentage points, but exceeded its dollar goal of \$152.7 million by \$118 million. USAID underestimated its total dollar awards by nearly \$1 billion.

Small Business Subcontract Awards

Federal prime contractors awarded \$56.9 billion in federal funds to subcontractors in FY 1995 (Tables 3 and 4). Of this total, \$23.8 billion—41.9 percent—went to small firms. This share was 4.1 percentage points higher than projected. Subcontracts totaled \$5.6 billion more than expected and the dollar share to small business was nearly \$4.5 billion more than projected.

Prime contractors to the 19 agencies with the largest contracting budgets awarded 99.9 percent of both the total small business subcontract dollars and the small business subcontract percentage. Thirteen of the 19 agencies—the Departments of Agriculture, Commerce, Defense, Education, Energy, Housing and Urban Development, Justice, Labor, State, Transportation, Treasury, and Veterans Affairs, and the General Services Administration—either met or exceeded their percentage goals for subcontracting to small business; nine of those agencies also exceeded their dollar goals.

The largest single agency percentage increase over the projected total came from the Department of Housing and Urban Development, which awarded 42.4 percent, or 17.4 percentage points more than projected, to small business. The next largest percentage gain was from the Department of Energy, which subcontracted 56.3 percent to small firms—16.3 percentage points more than projected.

The largest dollar increase over the projected total came from the Department of Defense, which increased its dollar total for small business by \$3.7 billion, to \$19.2 billion. The second largest dollar share gain was from the National Aeronautics and Space Administration, which awarded \$1.6 billion to small business—\$357.0 million more than projected.

Of all the agencies, the Department of Labor set the highest percentage goal for small business at 62.5 percent—and achieved even more—63.1 percent.

Nine agencies increased their percentage goals over FY 1994; five of these exceeded their goals. Six other agencies that did not increase their goals still achieved a larger percentage of subcontract dollars for small firms than in FY 1994.

Six of the 19 agencies missed their percentage goals for subcontract dollars to small business. Of these, the Department of Interior, the U.S. Agency for International Development, the Environmental Protection Agency, the National Aeronautics and Space Administration, and the Tennessee Valley Authority, while missing their percentage goals, awarded more in dollars than had been projected. The Department of the Interior, USAID, and NASA also achieved a higher percentage of subcontract dollars for small business than in FY 1994. Four of the six agencies that did not achieve their goals had adopted more challenging goals than in FY 1994: the Department of Health and Human Services, USAID, EPA, and NASA.

Agency Shortfalls

The U.S. Small Business Administration has reviewed the reports of the six agencies that had shortfalls: the Departments of Health and Human Services and Interior, the Agency for International Development, the Environmental Protection Agency, the National Aeronautics and Space Administration, and the Tennessee Valley Authority.

Department of Health and Human Services

The Department of Health and Human Services missed its small business subcontract goal by 13.1 percentage points and its dollar goal by \$20.6 million. The dollar amount subcontracted to small business in FY 1995 was \$115.2 million. HHS exceeded its goals in both FY 1993 and FY 1994.

Department of the Interior

The Department of the Interior failed to reach its small business subcontracting goal of 45.0 percent by 3.1 percentage points, but exceeded its dollar goal of \$22.5 million by \$55.6 million. Interior's report stresses that the agency cannot directly influence subcontract awards, but DOI continues to strongly suggest to their large prime contractors that small business subcontracting goals be aggressive.

Environmental Protection Agency

The Environmental Protection Agency failed to reach its small business subcontract goal by 15.2 percentage points, but exceeded its dollar goal by \$31.1 million, awarding a total of \$115.1 million. EPA exceeded its goals in both FY 1993 and FY 1994.

National Aeronautics and Space Administration

The National Aeronautics and Space Administration came very close to its small business subcontract goal, but missed it by four-tenths of a percentage point. NASA exceeded its dollar goal by \$357.0 million. Actual subcontract dollars awarded to small businesses in FY 1995 totaled \$1.6 billion.

Tennessee Valley Authority

The Tennessee Valley Authority missed its small business subcontract goal by eighth-tenths of a percentage point but exceeded its dollar goal by \$45.5 million. TVA notes that its procurements are for major components in the repair and maintenance of its power-producing facilities and that small firms often are not available to bid on these requirements.

U.S. Agency for International Development

The U.S. Agency for International Development failed to meet its small business subcontract goal of 54.4 percent by 5.6 percentage points, but exceeded its dollar goal by \$46.6 million. USAID awarded \$50.8 million in small business subcontracts in FY 1995. The agency's report states that its new automated system captures more complete and accurate subcontract data than in previous years.

Minority Small Business Awards: The 8(a) Program

The 8(a) program provides federal government contracts to small companies owned and controlled by socially and economically disadvantaged

individuals. Under the program, the U.S. Small Business Administration acts as a prime contractor, entering into contracts with other federal agencies and then negotiating subcontracts with small companies participating in the program.

The federal government awarded \$6.5 billion (or 3.7 percent) of the total amount awarded in prime contracts through the SBA to small disadvantaged businesses in the 8(a) program in FY 1995 (Tables 5 and 6). Both the total amount and the percentage awarded to 8(a) firms exceeded the projected figures: 8(a) firms gained \$3.6 billion more than had been estimated and 2.0 percentage points more than the overall goal of 1.7 percent.

Eleven of the 19 key agencies met or exceeded their goals for 8(a) contracts: the Departments of Commerce, Defense, Education, Health and Human Services, Housing and Urban Development, Interior, State, Transportation, Treasury, and Veterans Affairs; and the National Aeronautics and Space Administration. Especially notable were the efforts of the Departments of Commerce, Housing and Urban Development, Interior, State, and the Treasury.

The Department of Defense has, by specific legislation, a goal of 5.0 percent for participation of small disadvantaged business. DoD sets a single goal for SDB participation, rather than separating goals for 8(a) and other SDB awards. DoD achieved 6.2 percent for both types of awards, exceeding its 5.0 percent goal by 1.2 percentage points.

The Department of the Treasury exceeded its percentage goal and the dollar amount for contracts to 8(a) firms, from a goal of 10.7 percent (\$160.0 million) to an actual 8(a) share of 16.2 percent (\$207.1 million).

Of all the agencies, the Department of Transportation set the highest percentage goal for 8(a) at 11.5 percent. Transportation achieved 15.3 percent—3.8 percentage points more than the projected amount.

Fourteen agencies increased their percentage goals over FY 1994 and eight exceeded them.

Agency Shortfalls

Eight of the 19 largest agencies failed to achieve their percentage goals for 8(a) contracts: the Departments of Agriculture, Energy, Justice, and Labor, the Environmental Protection Agency, the General Services Administration, the Tennessee Valley Authority, and the U.S. Agency for International Development. Of these, five—the Departments of Agriculture, Justice, Labor, the General Services Administration, and the U.S. Agency for International Development—had increased their goals from the FY 1994 level.

Department of Agriculture

The U.S. Department of Agriculture missed its 8(a) goal of 5.0 percent by 1.4 percentage points and its dollar goal of \$132.2 million by \$21.1 million.

Department of Energy

The Department of Energy missed its 8(a) goal of 3.0 percent by three-tenths of a percentage point and its dollar goal of \$494.4 million by \$49.2 million. The actual dollar amount for 8(a) contracts awarded in FY 1995 was \$445.2 million, up more than \$100 million from the \$340.5 million of FY 1994.

Department of Justice

The Department of Justice failed to meet its 8(a) goal of 7.9 percent by one-tenth of a percentage point and its dollar goal of \$155.2 million by \$3.4 million.

Department of Labor

The Department of Labor missed its 8(a) goal of 5.5 percent by 1.1 percentage points and its dollar goal of \$42.1 million by \$4.1 million. According to Labor's report, the 8(a) dollars awarded represented an increase of 18 percent over dollars awarded in FY 1994.

Environmental Protection Agency

The Environmental Protection Agency missed its 8(a) goal of 6.8 percent by 1.5 percentage points and its dollar goal of \$95.2 million by \$34.5 million. EPA's report attributed the lower percentages to decreases in the budgets of several major program offices, which resulted in relatively fewer new procurements being set aside for small business.

General Services Administration

The General Services Administration missed its 8(a) Federal Supply Schedule goal of 0.1 percent by seven-hundredths of a percentage point. Although GSA did not meet its percentage goal, it increased its dollar awards by \$2.9 million.

GSA also missed its non-Federal Supply Schedule 8(a) goal of 4.0 percent by eight-tenths of a percentage point and its dollar goal of \$217.7 million by \$11.4 million. According to the GSA report, some of the services historically procured from 8(a) firms have been added to the procurement list of supplies and services required to be purchased from the workshops for the blind and severely handicapped. Because procurement from the workshops is mandatory, these requirements can no longer be awarded to 8(a) businesses. In addition, several 8(a) contracts expected to be awarded in fiscal year 1995 were delayed until fiscal year 1996.

Tennessee Valley Authority

The Tennessee Valley Authority missed its 8(a) goal of 2.5 percent by 1.6 percentage points and its dollar goal of \$48.6 million by \$22.6 million.

U.S. Agency for International Development

Although the U.S. Agency for International Development failed to meet its 8(a) goal of 10.4 percent by 5.8 percentage points, it exceeded its dollar goal of \$45.1 million by more than \$20 million. The 8(a) dollar awards in FY 1995 totaled \$65.6 million.

Small Disadvantaged Business Prime Contracts

In FY 1995, the federal government awarded \$5.5 billion, or 3.2 percent of the total \$173.6 billion in prime contract dollars, to small disadvantaged businesses (Tables 7 and 8). These figures do not include contracts awarded through the 8(a) program. The total missed the projected 4.3 percent share by 1.1 percentage points and the projected dollar total by approximately \$1.4 billion. The goal and achievement figures are not strictly comparable, however, because while the Department of Defense does not break out 8(a) contracts in its 5 percent goal for small disadvantaged business contracts, the agency does report achievements for 8(a) and other SDB awards separately. DOD reported \$3.3 billion in the 8(a) category.

All but \$24.6 million of the SDB prime contract dollars were generated by the 19 agencies with the largest contracting budgets. More than \$170.3 million of the increase over the projected total came from the Department of Transportation.

Twelve of the 19 agencies met or exceeded their goals in the SDB prime category: the Departments of Commerce, Defense, Energy, Health and Human Services, Housing and Urban Development, Interior, State, Transportation, and Veterans Affairs, the General Services Administration, the National Aeronautics and Space Administration, and the U.S. Agency for International Development.

The Department of Housing and Urban Development achieved the highest percentage goal for SDBs: 11.9 percent (\$79.7 million) of its \$668.9 million in prime contract dollars went to small disadvantaged businesses. The Departments of Transportation and Veterans Affairs and the U.S. Agency for International Development, exceeded their percentage goals, and their total dollars were more than double the established goals.

Eight of the 19 key agencies set more aggressive goals in FY 1995, and the Department of Energy exceeded its more aggressive goal.

Agency Shortfalls

The SBA has reviewed and provided specific comments on the reports of the seven major agencies that did not achieve their goals for FY 1995: the Departments of Agriculture, Education, Justice, Labor, and Treasury, the Environmental Protection Agency, and the Tennessee Valley Authority.

Department of Agriculture

The U.S. Department of Agriculture failed to meet its small disadvantaged business prime contract goal of 5.0 percent by 3.2 percentage points and its dollar goal of \$132.2 million by \$76.3 million. A USDA analysis of the last two fiscal years' performance found there had been an increase in the use of full and open competition, in which small businesses have been less successful competing against large firms. USDA also expanded the use of credit cards (to \$60 million) and third-party drafts (to \$58.7 million); the result was a significant impact on USDA's ability to monitor and report small business achievements.

Department of Education

The Department of Education missed its small disadvantaged business prime contract goal of 4.0 percent by 1.3 percentage points and its dollar goal of \$12.4 million by \$2.4 million.

Department of Justice

The Department of Justice failed to meet its small disadvantaged business prime contract goal of 3.0 percent by 1.5 percentage points and its dollar goal of \$58.9 million by \$28.9 million.

Department of Labor

The Department of Labor missed its small disadvantaged business prime contract goal of 6.2 percent by eight-tenths of a percentage point, but met its dollar goal of \$47.2 million.

Department of the Treasury

The Department of the Treasury failed to meet its small disadvantaged business goal of 2.6 percent by 1.0 percentage point and its dollar goal of \$39.0 million by \$17.9 million.

Environmental Protection Agency

The Environmental Protection Agency missed its small disadvantaged business prime contract goal of 2.5 percent by seven-tenths of a percentage point and its dollar goal of \$35.0 million by \$14.9 million. EPA's report attributed the lower percentages to decreases in the budgets of several major program offices in FY 1995; the result was fewer new procurements being set aside for small business.

Tennessee Valley Authority

The Tennessee Valley Authority missed its small disadvantaged business prime contract goal of 4.0 percent by 1.9 percentage points and its dollar goal of \$77.8 million by \$15.9 million.

Small Disadvantaged Business Subcontracts

Prime contractors to the federal government awarded \$3.8 billion, or 6.6 percent, of the total subcontract awards to small disadvantaged business subcontractors in FY 1995 (Tables 9 and 10).

This achievement exceeded the established 5.7 percent goal by nine-tenths of a percentage point and the dollar goal of \$2.9 billion by \$817.5 million.

Prime contractors to the 19 agencies with the largest contracting budgets awarded 99.7 percent of the dollar value of these awards.

Ten of the 19 agency prime contracting groups met or exceeded their established goals in the SDB subcontracting category: prime contractors for the Departments of Defense, Education, Energy, Labor, State, Transportation, Treasury, and Veterans Affairs, the National Aeronautics and Space Administration, and the U.S. Agency for International Development. Prime contractors to the Department of Transportation achieved twice the level of both their share and dollar goals, increasing the dollars to SDBs from \$25.4 million to \$84.9 million. Prime contractors to the Department of Defense increased dollars to SDBs from a goal of \$2.0 billion to actual contract dollars worth \$2.6 billion.

Agency Shortfalls

Nine of the 19 key agencies failed to achieve their established percentage goals for SDB subcontracting: the Departments of Agriculture, Commerce, Health and Human Services, Housing and Urban Development, Interior, and Justice, the Environmental Protection Agency, the General Services Administration, and the Tennessee Valley Authority.

Department of Agriculture

The U.S. Department of Agriculture missed its small disadvantaged business subcontracting goal of 5.0 percent by 2.8 percentage points and its dollar goal of \$36.2 million by \$29.6 million.

Department of Commerce

The Department of Commerce missed its small disadvantaged business subcontracting goal of 15.0 percent by 6.4 percentage points and its dollar goal of \$15.1 million by \$1.7 million.

Department of Health and Human Services

The Department of Health and Human Services failed by 2.2 percentage points to meet its small disadvantaged business subcontracting goal of 8.5 percent. HHS also missed its dollar goal of \$24.6 million by \$3.3 million.

Department of Housing and Urban Development

The Department of Housing and Urban Development failed by 4.9 percentage points to meet its small disadvantaged business subcontracting goal of 19.0 percent and missed its \$19.2 million goal by \$2.2 million.

Department of the Interior

The Department of the Interior missed its small disadvantaged business subcontracting goal of 6.5 percent by 1.7 percentage points, but exceeded its dollar goal of \$3.3 million by \$5.7 million.

Department of Justice

The Department of Justice missed its small disadvantaged business subcontracting goal of 10.5 percent by 3.6 percentage points. DOJ also fell short of the small disadvantaged business subcontracting dollar goal of \$42.0 million by \$27.1 million.

Environmental Protection Agency

The Environmental Protection Agency missed its small disadvantaged business subcontracting goal of 12.0 percent by 3.5 percentage points, but exceeded its dollar goal of \$18.0 million by \$5.9 million. EPA's report attributed the lower percentages to significant decreases in several major program offices; the result was fewer new procurements being set aside for SDBs.

General Services Administration

The General Services Administration failed to meet its small disadvantaged business subcontracting goal of 6.0 percent by 1.2 percentage points and missed its dollar goal of \$133.7 million by \$38.0 million. GSA's report said that many large construction projects were awarded and that some of the small business vendors went bankrupt, merged with other companies, or were bought out by large business concerns in fiscal year 1995. Public utility contracts have historically posed a problem to the small, small disadvantaged and women-owned business program. Because of the nature of the service required, GSA maintains very little leverage in the utility industry to negotiate higher subcontracting goals in the small and small disadvantaged business categories.

Tennessee Valley Authority

The Tennessee Valley Authority missed its small disadvantaged business subcontract goal of 10.0 percent by 6.9 percentage points and its dollar goal of \$25.0 million by \$12.1 million. TVA's report said that achieving subcontracting goals for all small businesses is difficult since many of the procurements that have subcontracting requirements are for major components in the repair and maintenance of TVA's power-producing facilities. The availability of small firms to bid on these requirements is limited.

Women-Owned Small Business Prime Contracts

The federal government awarded \$3.9 billion in prime contracts to women-owned businesses in fiscal year 1995 (Tables 11 and 12). The total exceeded the projected 2.1 percent share of prime contract dollars by two-tenths of a percentage point; the dollar amount exceeded the projected total by \$586.1 million.

The Federal Acquisition Streamlining Act of 1994 (P.L. 103-355) established a 5 percent government-wide goal for women-owned businesses. Women-owned businesses were specifically incorporated into the procurement preference goaling process and were also added as a class for subcontract plan goals.

In addition, a definition of “women-owned businesses” was established. A “small business concern owned and controlled by women” is defined as a small business concern that is (or the stock of which is) at least 51 percent owned by one or more women, and whose management and daily business operations are controlled by one or more women.

The 19 agencies with the largest contracting budgets generated all except \$40.6 million (1.0 percent) of the total. The Department of Defense was the source of \$227.7 million of the increase over the projected total.

Twelve of the 19 largest agencies met or exceeded their women-owned business prime percentage goals: the Departments of Commerce, Defense, Energy, Health and Human Services, Housing and Urban Development, Interior, State, Transportation, Treasury, and Veterans Affairs, the General Services Administration (non-Federal Supply Schedules) and the National Aeronautics and Space Administration.

Of the 19 largest agencies, the Department of Housing and Urban Development contracted with women-owned firms for the largest share of its prime contract dollars—7.5 percent. Of all the reporting agencies, the National Endowment for the Humanities awarded women-owned firms the highest percentage—37.4 percent.

Agency Shortfalls

The SBA reviewed the reports of the eight major agencies that fell short of their percentage goals for FY 1995. They are the Departments of Agriculture, Education, Justice, and Labor, in addition to the Environmental Protection Agency, the General Services Administration (Non-Federal Supply Schedules), the Tennessee Valley Authority, and the U.S. Agency for International Development.

Department of Agriculture

The U.S. Department of Agriculture missed its women-owned small business prime contract goal of 3.5 percent by seven-tenths of a percentage point and its dollar goal of \$92.5 million by \$5.1 million. A USDA analysis of the last two fiscal years’ performance found that there had been an increase in the use

of full and open competition, in which small businesses have been less successful competing against large firms. USDA also expanded the use of credit cards (to a level of \$60 million) and third-party drafts (to \$58.7 million); the agency reports that this practice has had a significant impact on USDA's ability to monitor and report small business achievements.

Department of Education

The Department of Education failed to achieve its women-owned small business prime contract goal of 5.0 percent by 1.6 percentage points and its dollar goal of \$15.5 million by \$2.8 million.

Department of Justice

The Department of Justice missed its women-owned small business prime contract goal of 3.0 percent by five-tenths of a percentage point and its dollar goal of \$58.9 million by \$9.7 million.

Department of Labor

The Department of Labor missed its women-owned small business prime contract goal of 5.2 percent by 2.4 percentage points and its dollar goal of \$39.8 million by \$15.7 million. DOL did increase the amount of dollars awarded women owned firms by 30 percent over the FY 1994 level.

Environmental Protection Agency

The Environmental Protection Agency missed its women-owned small business prime contract goal of 5.0 percent by 2.7 percentage points and its dollar goal of \$70.0 million by \$43.5 million. EPA's report attributed the lower percentages to significant decreases in the budgets of several major program offices in FY 1995; as a result, fewer new procurements were set aside for small businesses.

General Services Administration

The General Services Administration failed to achieve its non-Federal Supply Schedule women-owned prime contract goal of 3.0 percent by nine-tenths of a percentage point and its dollar goal of \$163.3 million by \$27.5 million. GSA reports it has created more aggressive marketing strategies to educate women-owned business about contracting with the federal government.

Tennessee Valley Authority

The Tennessee Valley Authority missed its women-owned small business prime contract goal of 1.6 percent by one-tenth of a percentage point, but exceeded its dollar goal of \$31.1 million by \$12.7 million.

U.S. Agency for International Development

The U.S. Agency for International Development missed its women-owned small business prime contract goal of 5.0 percent by 2.7 percentage points, but exceeded its dollar goal of \$21.7 million by \$11.4 million.

Women-Owned Small Business Subcontracts

The federal government awarded \$1.7 billion in subcontracts (3.0 percent) to women-owned businesses in fiscal year 1995 (Tables 13 and 14). The total exceeded the 2.4 percent goal for women-owned small business subcontract dollars by six-tenths of a percentage point. The dollar amount exceeded the projected total by \$487.1 million.

The 19 agencies with the largest contracting budgets generated all except \$2.7 million (0.2 percent) of the total. The Department of Defense was the source of \$378.3 million of the increase over the projected total.

Twelve of the 19 largest agencies met or exceeded their women-owned small business subcontracting goals: the Departments of Defense, Education, Energy, Health and Human Services, Interior, Labor, State, Transportation, and Treasury, the General Services Administration, the National Aeronautics and Space Administration, and the U.S. Agency for International Development. The Department of Veterans Affairs did not report women-owned small business subcontracting achievements.

Of the largest 19 agencies, the U.S. Agency for International Development's contractors subcontracted with women-owned firms for the largest share of their prime contract dollars—10.1 percent.

Agency Shortfalls

The SBA reviewed the reports of the seven major agencies that fell short of their percentage goals for FY 1995: the Departments of Agriculture, Commerce, Housing and Urban Development, and Justice, the Environmental Protection Agency, and the Tennessee Valley Authority.

Department of Agriculture

The U.S. Department of Agriculture failed to meet its women-owned small business subcontracting goal of 2.0 percent by six-tenths of a percentage point and its dollar goal of \$14.5 million by \$10.5 million.

Department of Commerce

The Department of Commerce missed its women-owned small business subcontracting goal of 5.0 percent by 1.0 percentage point, but exceeded its dollar goal of \$5.0 million by \$1.1 million.

Department of Housing and Urban Development

The Department of Housing and Urban Development failed to achieve its women-owned small business subcontracting goal of 7.0 percent by 4.5 percentage points and its dollar goal of \$7.1 million by \$4.1 million.

Department of Justice

The Department of Justice missed its women-owned small business subcontracting goal of 6.5 percent by 2.6 percentage points and its dollar goal of \$26.0 million by \$17.6 million.

Environmental Protection Agency

The Environmental Protection Agency failed to meet its women-owned small business subcontracting goal of 5.0 percent by 1.3 percentage points, but exceeded its women-owned small business subcontracting dollar goal of \$7.5 million by \$3.0 million. EPA attributed the lower percentages to significant decreases in the budgets of several major program offices; the result was fewer new procurements being set aside for women-owned firms.

Tennessee Valley Authority

The Tennessee Valley Authority missed its women-owned small business subcontracting goal of 5.0 percent by 2.1 percentage points and its dollar goal of \$12.5 million by \$600,000.

Appendix

Guidance on Goal Setting Under Procurement Preference Programs

Background

Section 221 of Public Law 95–507 requires the head of each federal agency, after consultation with the Small Business Administration, to establish realistic goals for awarding contracts to small business concerns and to small business concerns owned and controlled by socially and economically disadvantaged individuals. Section 221 also directs that all procurements under \$25,000 subject to small purchase procedures be set aside for small business.

Executive Order 12138, dated May 18, 1979, established a National Women's Business Enterprise Policy. Pursuant to this Executive Order, national goals have been established for prime contract awards to women-owned firms.

Executive Order 12073, dated August 16, 1978, directed the Administrator of the General Services Administration to establish goals for procurement from concerns in labor surplus areas. Public Law 96–302 authorizes both total and partial labor surplus area set-asides.

Specific Guidance on Goal Setting Under Procurement Preference Programs

The head of each federal agency having procurement powers shall submit to the Administrator of the Small Business Administration not later than August 20, 1993, the following information for fiscal year 1994 and not later than August 19, 1994 the following information for fiscal year 1995:

(1) an estimate of the total dollar amount of all prime contracts regardless of dollar value to be awarded during the fiscal year, including awards to non-profit organizations, educational institutions, all transportation services, and real property leases; but excluding foreign military sales, nonappropriated funds contracts, contracts to be awarded and performed entirely outside the United States and, except for the General Services Administration (see Special Instruction (2)), all Federal Supply Service Schedule orders.

(2) a goal for prime contract awards to be made to small business concerns during the fiscal year, expressed in dollars and as a percentage of (1) above. (Note: This dollar goal includes the dollar goals in (3), (4), and (5) below.)

(3) a goal for prime contract awards to be made to the Small Business Administration under the authority of Section 8(a) of the Small Business Act as amended by Public Law 95–507, expressed in dollars and as a percentage of (1) above.

(4) a goal for prime contract awards to be made to small business concerns owned and controlled by socially and economically disadvantaged individuals, other than 8(a), expressed in dollars and as a percentage of (1) above.

(5) a goal for prime contract awards to be made to small business concerns owned and controlled by women, expressed in dollars and as a percentage of (1) above.

(6) a goal for prime contract awards to business concerns in Labor Surplus Areas (LSA) on the basis of set-asides, expressed in dollars and as a percentage of (1) above. (This includes all categories of LSA set-asides authorized by Public Law 96-302.)

(7) an estimate of the total dollar amount of subcontracts to be awarded by all of an agency's "reporting prime contractors" (as identified in Standard Form 295) during the fiscal year.

(8) a goal for subcontracts to be awarded by prime contractors to small business concerns, expressed in dollars and as a percentage of (7) above. (NOTE: This dollar amount includes dollar goals in (9) and (10) below.)

(9) a goal for subcontracts to be awarded by prime contractors to small business concerns owned and controlled by socially and economically disadvantaged individuals, expressed in dollars and as a percentage of (7) above.

(10) a goal for subcontracts to be awarded by prime contractors to small business concerns owned and controlled by women, expressed in dollars and as a percentage of (7) above.

(11) a detailed written presentation of the method used to establish the estimates and goals submitted pursuant to paragraphs (1) through (10), along with copies of the historical data upon which the estimates and goals are based. Information about the types, kinds and numbers of contracts involved in the estimates submitted pursuant to paragraphs (2) through (10) is required. This information is needed to evaluate the estimates and the goals related thereto. In establishing contracting goals, identification and justification should be provided for each class of contracts and the projected total value thereof determined by an agency to have little or no subcontract possibilities.

Special Instructions

(1) Fiscal year 1994 (and fiscal year 1995) goals are expected to reflect measurable improvement.

(2) Federal Supply Service Schedule contracting dollars should not be included in proposed goals. In line with the policy established in FY 1981, GSA will submit separate, consolidated proposed figures and goals, i.e., for items (1) through (10) above, for all FSS contracts which will include all order requirements of all federal agencies.

(3) All goals are expressed in terms of dollars and percentages. However, if there is any variance, up or down, from the projected base amounts upon which goals are established, the percentage goal is the controlling factor and will be used to measure actual attainment.

(4) Reporting agencies are encouraged to coordinate goals required by Section 221(g) with the Minority Business Development Plans mandated by Executive Order 12432 dated July 14, 1983.

(5) In the event of extraordinary circumstances such as unexpected budget changes, requests for revised goals will be considered by SBA if received by December 31, 1993, for fiscal year 1994 or by December 31, 1994, for fiscal year 1995.

(6) Purchases paid for with credit cards do not require the reporting of socio-economic status of the supplier or vendor. Establishing a system to track these transactions for procurement preference goal setting and reporting would not be cost effective and would create an administrative paperwork burden. Credit card purchases are therefore exempt.

(7) Because of the rapid growth of the women-owned business segment of the small business community, we will consider the availability of these firms, in addition to historical data, when negotiating the goal for prime contract awards to women-owned business.

Interim Reports

Interim reports on quarterly progress toward procurement preference goals are no longer required.

Referrals to OFPP

The Administrator of the Small Business Administration shall, within 30 days of receipt of the agency goals, respond to each agency expressing agreement or indicating reasons for disagreement. If interagency consultation fails to resolve differences, such cases of disagreement shall be submitted by the Administrator of the Small Business Administration to the Administrator of the Office of Federal Procurement Policy for final determination.

Reports on Agency Achievements Against Established Goals

1. The head of each federal agency having procurement powers shall report to the Administrator of the Small Business Administration on the extent of achievements against the goals established in paragraphs (2), (3), (4), (5), (7), (8), (9), and (10) and to the Administrator of the General Services Administration on the extent of achievement against the goals established in paragraph (6). With the exception of subcontract goals, agency reports of goal achievements shall be based upon official SF-279/SF-281 data as recorded at the Federal Procurement Data Center. These reports shall be submitted no later than December 31, 1994 for fiscal year 1994 and December 31, 1995 for fiscal year 1995. The reports shall contain appropriate justification for failure to meet the goals established in the preceding paragraphs. Section 503 of Public Law 100-656 also requires that the report to the President noted in paragraph 2 below include the number and dollar value of contracts awarded to business concerns owned and controlled by economically disadvantaged individuals through noncompetitive negotiation, competition restricted to small disadvantaged concerns, competition restricted to small business concerns, and unrestricted competition. Please be prepared to provide this information at the end of FY 1994 and FY 1995.

2. The Administrator of the SBA will analyze the reports submitted by the individual agencies and submit a consolidated report to the President, as required by Section 503 of Public Law 100-656.

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Table 1 *Small Business Share of Federal Prime Contracts: Performance by Major Federal Agencies, FY 1994 and FY 1995 (Millions of Dollars)*

	FY 1995						FY 1994					
	Agency Projections			Actual Awards			Agency Projections			Actual Awards		
	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent
Total	162,441.5	36,732.1	22.6	173,629.2	43,222.5	24.9	160,132.0	36,701.9	22.9	174,554.9	42,302.0	24.2
Department of Agriculture	2,643.8	1,348.3	51.0	3,115.5	1,320.9	42.4	2,905.1	1,542.6	53.1	3,897.5	1,643.5	42.2
Department of Commerce	766.0	306.4	40.0	829.6	428.0	51.6	697.4	244.1	35.0	750.8	333.5	44.4
Department of Defense	103,900.0	21,403.4	20.6	110,033.0	25,274.0	23.0	100,000.0	19,700.0	19.7	112,013.0	24,805.0	22.1
Department of Education	310.0	86.8	28.0	376.6	95.4	25.3	284.0	70.0	24.6	329.9	83.5	25.3
Department of Energy	16,480.0	3,029.1	18.4	16,375.4	3,304.4	20.2	18,000.0	4,500.0	25.0	17,104.7	3,328.8	19.5
Department of Health and Human Services	2,818.1	1,099.0	39.0	3,163.0	1,229.9	38.9	2,538.5	937.3	36.9	3,119.3	1,273.7	40.8
Department of Housing and Urban Development	906.5	353.5	39.0	668.9	316.5	47.3	690.1	255.3	37.0	685.3	317.0	46.3
Department of the Interior	1,292.8	711.0	55.0	1,289.2	769.0	59.7	1,282.3	750.1	58.5	1,386.3	831.6	60.0
Department of Justice	1,964.0	677.6	34.5	1,941.3	777.4	40.1	1,786.4	652.0	36.5	1,983.3	693.6	35.0
Department of Labor	766.8	191.5	24.9	871.7	194.2	22.3	767.7	189.7	24.7	846.4	215.1	25.4
Department of State	500.0	225.0	45.0	636.1	287.3	45.2	475.0	213.8	45.0	616.6	264.7	42.9
Department of Transportation	3,363.1	1,025.7	30.5	2,513.8	1,270.3	50.5	3,601.0	1,098.3	30.5	2,471.9	1,346.2	54.5
Department of the Treasury	1,500.0	470.0	31.3	1,278.5	539.5	42.2	1,500.0	435.0	19.0	1,310.6	555.6	42.4
Department of Veterans Affairs	2,000.0	700.0	35.0	4,655.6	1,766.8	37.9	3,000.0	1,080.0	36.0	4,114.8	1,517.5	36.9
Environmental Protection Agency	1,400.0	350.0	25.0	1,144.8	264.2	23.1	1,300.0	299.0	23.0	1,342.1	342.0	25.5

General Services Administration												
Federal Supply												
Schedule*	2,465.3	817.1	74.6	2,806.8	760.2	77.4	2,459.3	686.3	69.7	1,801.0	598.2	74.3
Non-Federal Supply												
Schedule	5,443.0	1,741.8	32.0	6,531.9	2,472.3	37.9	5,428.6	1,954.3	36.0	6,461.9	2,173.8	33.6
National Aeronautics and												
Space Administration	10,643.0	1,117.0	10.5	10,109.0	1,030.2	10.2	10,430.0	938.7	9.0	9,766.0	1,011.8	10.4
Tennessee Valley Authority	1,945.0	583.5	30.0	2,956.2	524.7	17.7	1,700.0	697.0	41.0	2,112.0	398.1	18.8
U.S. Agency for International												
Development	433.9	152.7	35.2	1,431.1	270.7	18.9	413.3	144.6	35.0	1,505.5	210.6	14.0
All Others	900.2	342.7	38.1	901.0	326.6	36.2	873.3	313.8	35.9	936.0	358.2	38.3

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone.

*GSA FSS goal percentages are based on number of contracts awarded.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Table 2 *Small Business Share of Federal Prime Contracts: Performance by Other Federal Agencies, FY 1994 and FY 1995 (Thousands of Dollars)*

[illegible]

Federal Mine Safety and Health Review Commission												
Federal Trade Commission	6,000.0	3,900.0	65.0	8,726.3	6,003.8	69.0	5,000.0	3,250.0	65.0	6,256.8	3,838.8	61.4
International Trade Administration	1,911.0	1,320.1	69.0	1,527.0	1,145.0	75.0	1,916.0	1,320.0	68.9			
Interstate Commerce Commission	1,150.0	800.0	66.0	1,328.0	573.0	43.1	1,264.0	800.0	63.3	1,838.0	755.0	41.1
Merit Systems Protection Board	700.0	609.0	87.0	933.0	549.0	63.7	700.0	602.0	86.0	1,105.0	698.0	63.2
National Archives and Records Administration	30,293.0	16,523.9	54.0				11,568.0	4,645.0	40.2	28,600.0	16,292.0	56.9
National Capital Planning Commission	792.0	625.0	78.9				757.5	700.0	92.4			
National Endowment for the Arts	900.0	750.0	83.0	1,104.0	1,071.0	97.0	1,250.0	1,100.0	88.0	1,000.0	957.0	95.7
National Endowment for the Humanities	1,550.0	1,255.5	81.0	1,227.0	914.0	74.5	1,500.0	1,225.0	82.0	1,743.0	1,338.0	77.0
National Labor Relations Board	4,430.0	3,265.0	74.0	7,322.0	5,962.0	81.4	3,886.0	2,769.0	71.0	6,245.0	5,063.0	81.1
National Science Foundation	162,900.0	11,000.0	6.9	179,600.0	24,700.0	13.8	166,600.0	18,326.0	11.0	176,400.0	21,100.0	12.0
National Transportation Safety Board	2,000.0	900.0	45.0	2,000.0	900.0	45.0	2,000.0	900.0	45.0			
Nuclear Regulatory Commission	85,000.0	40,000.0	47.06	95,288.1	49,098.9	51.5	80,000.0	39,000.0	48.7	87,977.0	40,538.0	46.1
Occupational Safety and Health Administration	400.0	250.0	63.0				300.0	150.0	50.0	300.0	130.0	43.3
Office of Personnel Management	86,576.0	33,765.0	39.0	97,948.0	49,280.0	50.3	104,136.0	39,571.7	38.0	98,441.0	37,763.0	38.4
Pennsylvania Avenue Development Corporation	2,075.5	1,520.0	73.0				1,807.0	790.0	44.0	1,760.5	578.7	32.9
Securities and Exchange Commission												
Selective Service System	150.0	75.0	50.0				200.0	100.0	50.0	1,739.6	881.0	50.6
Small Business Administration	27,000.0	14,850.0	55.0	29,477.0	20,251.0	68.7	27,500.0	14,575.0	53.0	32,832.0	20,089.0	61.2
Smithsonian Institution	100,000.0	56,000.0	56.0	113,712.3	53,498.2	47.0	95,000.0	52,250.0	55.0	112,607.8	48,170.2	42.8
U.S. Arms Control and Disarmament Agency	4,980.0	996.0	20.0	5,526.0	2,077.0	37.6	5,200.0	1,040.0	20.0	5,147.0	1,790.0	34.8
U.S. Commission on Civil Rights												
U.S. Information Agency	75,000.0	40,000.0	53.0				80,000.0	40,000.0	50.0	49,980.0	16,262.0	32.5

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone. Where no figures are shown, the agency either did not goal in this category or did not submit an achievement report, or both, for FY 1994 or FY 1995.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Table 3 *Small Business Share of Federal Subcontracts: Performance by Prime Contractors to Major Federal Agencies, FY 1994 and FY 1995 (Millions of Dollars)*

	FY 1995						FY 1994					
	Agency Projections			Actual Awards			Agency Projections			Actual Awards		
	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent
Total	51,303.5	19,367.6	37.8	56,861.0	23,821.0	41.9	50,811.6	19,511.2	38.4	57,491.2	22,003.5	38.3
Department of Agriculture	724.7	319.6	44.1	294.8	138.3	46.9	285.0	152.2	53.4	104.8	38.0	36.3
Department of Commerce	100.9	40.4	40.0	155.3	78.1	50.3	105.5	36.9	35.0	151.8	77.6	51.1
Department of Defense	40,700.0	15,466.0	38.0	45,032.0	19,160.0	42.5	40,400.0	15,634.8	38.7	45,364.0	17,365.0	38.3
Department of Education	7.0	2.8	40.0	8.3	3.3	40.0	15.4	6.2	40.0	41.4	29.4	71.0
Department of Energy	800.0	320.0	40.0	1,111.8	626.3	56.3	500.0	200.0	40.0	882.6	416.6	47.2
Department of Health and Human Services	289.0	135.8	47.0	339.5	115.2	33.9	249.9	114.4	45.8	374.2	180.2	48.2
Department of Housing and Urban Development	101.0	25.3	25.0	120.6	51.1	42.4	122.3	26.9	22.0	65.9	28.5	43.2
Department of the Interior	50.0	22.5	45.0	186.3	78.1	41.9	70.0	38.5	55.0	120.2	60.1	50.0
Department of Justice	400.0	208.8	52.2	216.9	128.6	59.3	448.1	232.5	51.9	506.9	355.8	70.2
Department of Labor	120.2	75.2	62.5	176.1	111.2	63.1	126.8	80.5	63.5	146.5	89.0	60.7
Department of State	34.0	15.3	45.0	40.1	22.6	56.0	30.0	13.5	45.0	48.3	18.8	38.8
Department of Transportation	241.7	120.9	50.0	384.9	210.7	54.7	245.1	122.5	50.0	255.5	142.3	55.7
Department of the Treasury	325.0	100.0	30.8	579.6	264.1	45.6	375.0	112.5	30.0	446.8	191.2	42.8
Department of Veterans Affairs	800.0	328.0	41.0	315.6	151.7	48.1	800.0	320.0	40.0	1,071.0	254.8	23.8
Environmental Protection Agency	150.0	84.0	56.0	282.3	115.1	40.8	165.0	91.0	55.2	263.1	153.4	58.3

General Services												
Administration	2,228.0	713.0	32.0	1,984.0	727.3	36.7	3,000.0	1,110.0	37.0	2,809.4	884.0	31.5
National Aeronautics and												
Space Administration	3,834.0	1,265.0	33.0	4,979.0	1,622.0	32.6	3,500.0	1,099.0	31.4	4,300.0	1,520.0	35.3
Tennessee Valley Authority	250.0	75.0	30.0	412.7	120.5	29.2	230.0	69.0	30.0	401.6	155.5	38.7
U.S. Agency for International												
Development	7.8	4.2	54.4	104.2	50.8	48.8	7.4	3.8	51.8	16.2	9.3	57.5
All Others	140.2	45.8	32.7	137.0	46.0	33.6	136.1	47.0	34.5	121.0	34.0	28.1

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Table 4 *Small Business Share of Federal Subcontracts: Performance by Prime Contractors to Other Federal Agencies, FY 1994 and FY 1995 (Thousands of Dollars)*

[illegible]

Federal Mediation and Conciliation Service													
Federal Mine Safety and Health Review Commission													
Federal Trade Commission													
International Trade Administration													
Interstate Commerce Commission													
Merit Systems Protection Board													
National Archives and Records Administration	1,634.3	1,452.9	89.0	1,300.0	1,200.0	92.3	2,015.2	1,565.2	77.6				
National Capital Planning Commission													
National Endowment for the Arts													
National Endowment for the Humanities													
National Labor Relations Board	105,700.0	31,200.0	29.5	102,200.0	32,600.0	31.9	100,260.0	33,400.0	33.3	87,500.0	21,600.0	24.7	
National Science Foundation													
National Transportation Safety Board	3,000.0	1,950.0	65.0	1,983.0	1,269.0	64.0	3,200.0	2,275.0	71.1	2,487.0	1,754.0	70.5	
Nuclear Regulatory Commission													
Occupational Safety and Health Administration	15,074.0	5,940.0	39.4	18,343.0	6,163.0	33.6	14,727.0	4,988.0	33.8	18,517.0	6,394.0	34.5	
Office of Personnel Management													
Pennsylvania Avenue Development Corporation													
Securities and Exchange Commission													
Selective Service System													
Small Business Administration													
Smithsonian Institution	2,000.0	800.0	40.0	1,331.8	1,106.8	83.1	2,600.0	1,040.0	40.0				
U.S. Arms Control and Disarmament Agency													
U.S. Commission on Civil Rights													
U.S. Information Agency	1,000.0	400.0	40.0	1,000.0	600.0	60.0	1,576.9	233.0	14.8				

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone. Where no figures are shown, the agency either did not goal in this category or did not submit an achievement report, or both, for FY 1994 or FY 1995.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Table 5 8(a) Program Share of Federal Prime Contracts: Performance by Major Federal Agencies, FY 1994 and FY 1995
(Millions of Dollars)

	FY 1995						FY 1994					
	Agency Projections			Actual Awards			Agency Projections			Actual Awards		
	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent
Total	162,441.5	2,826.2	1.7	173,629.2	6,466.1	3.7	160,132.0	2,766.9	1.7	174,554.9	5,516.1	3.2
Department of Agriculture	2,643.8	132.2	5.0	3,115.5	111.1	3.6	2,905.1	87.2	3.0	3,897.5	125.8	3.2
Department of Commerce	766.0	84.3	11.0	829.6	136.6	16.5	697.4	55.8	8.0	750.8	79.2	10.6
Department of Defense	103,900.0	0 ¹	0	110,033.0	3,307.0	3.0	100,000.0	0 ¹	0 ¹	112,013.0	2,754.0	2.5
Department of Education	310.0	23.3	7.5	376.6	33.3	8.9	284.0	18.5	6.5	329.9	27.3	8.3
Department of Energy	16,480.0	494.4	3.0	16,375.4	445.2	2.7	18,000.0	720.0	4.0	17,104.7	340.5	2.0
Department of Health and Human Services	2,818.1	253.6	9.0	3,163.0	311.4	9.8	2,538.5	218.3	8.6	3,119.3	288.9	9.3
Department of Housing and Urban Development	906.5	54.4	6.0	668.9	70.4	10.5	690.1	24.2	3.5	685.3	53.2	7.8
Department of the Interior	1,292.8	90.5	7.0	1,289.2	141.4	11.0	1,282.3	87.2	6.8	1,386.3	141.4	10.2
Department of Justice	1,964.0	155.2	7.9	1,941.3	151.8	7.8	1,786.4	116.1	6.5	1,983.3	116.9	5.9
Department of Labor	766.8	42.1	5.5	871.7	38.0	4.4	767.7	33.8	4.4	846.4	31.2	3.7
Department of State	500.0	44.0	8.8	636.1	96.0	15.1	475.0	41.3	8.7	616.6	77.3	12.5
Department of Transportation	3,363.1	386.8	11.5	2,513.8	383.7	15.3	3,601.0	414.1	11.5	2,471.9	394.0	15.9
Department of the Treasury	1,500.0	160.0	10.7	1,278.5	207.1	16.2	1,500.0	145.0	9.7	1,310.6	194.6	14.8
Department of Veterans Affairs	2,000.0	90.0	4.5	4,655.6	217.4	4.7	3,000.0	90.0	3.0	4,114.8	131.2	3.2
Environmental Protection Agency	1,400.0	95.2	6.8	1,144.8	60.7	5.3	1,300.0	104.0	8.0	1,342.1	65.0	4.8

General Services Administration												
Federal Supply Schedule ²	2,465.3	0.6 ²	0.1	2,806.8	3.5	0.03	2,459.3	0.6	0.1	1,801.0	0	0
Non-Federal Supply												
Schedule	5,443.0	217.7	4.0	6,531.9	206.3	3.2	5,428.6	173.7	3.2	6,461.9	200.4	3.1
National Aeronautics and												
Space Administration	10,643.0	298.0	2.8	10,109.0	342.4	3.4	10,430.0	277.3	2.7	9,766.0	314.3	3.2
Tennessee Valley Authority	1,945.0	48.6	2.5	2,956.2	26.0	0.9	1,700.0	42.5	2.5	2,112.0	6.0	0.2
U.S. Agency for International												
Development	433.9	45.1	10.4	1,431.1	65.6	4.6	413.3	36.4	8.8	1,505.5	50.6	3.4
All Others	900.2	110.2	12.2	901.0	111.2	12.3	873.3	80.9	9.3	936.0	124.3	13.3

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone.

¹The Department of Defense (DOD) has, by specific legislation, a goal of 5 percent for participation by small disadvantaged business. DOD has therefore never chosen to recognize or provide separate goals for 8(a) and other SDB awards, as all other agencies do. Rather, DOD has provided a single goal for total SDB participation.

²GSA FSS goal percentages are based on number of contracts awarded.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Table 6 8(a) Program Share of Federal Prime Contracts: Performance by Other Federal Agencies, FY 1994 and FY 1995
(Thousands of Dollars)

[illegible]

Federal Trade Commission	6,000.0	720.0	12.0	8,726.3	1,195.3	14.0	5,000.0	550.0	11.0	6,256.8	629.5	10.1
International Trade Administration	1,911.0	269.5	14.0				1,527.0	260.0	17.0	1,916.0	210.0	11.0
Interstate Commerce Commission	1,150.0	0	0	1,328.0	0	0	1,264.0	72.0	6.0	1,838.0	0	
Merit Systems Protection Board	700.0	0	0	933.0	43.0	4.6	700.0	0		1,105.0	0	
National Archives and Records Administration	30,293.0	3,675.4	12.0				11,568.0	2,033.0	17.6	28,600.0	4,997.4	17.5
National Capital Planning Commission	792.0	75.0	9.5				757.5	0				
National Endowment for the Arts	900.0	200.0	22.0	1,104.0	315.0	28.5	1,250.0	350.0	28.0	1,000.0	208.0	20.8
National Endowment for the Humanities	1,550.0	0	0	1,227.0	0	0	1,500.0	0		1,743.0	0	
National Labor Relations Board	4,430.0	949.0	21.0	7,322.0	4,386.0	59.9	3,886.0	848.0	22.0	6,245.0	2,971.0	47.6
National Science Foundation	162,900.0	3,200.0	2.0	179,600.0	3,500.0	1.9	166,600.0	5,300.0	3.2	176,400.0	4,030.0	2.3
National Transportation Safety Board	2,000.0	400.0	20.0	2,000.0	Not Reported			2,000.0	400.0	20.0		
Nuclear Regulatory Commission	85,000.0	22,000.0	25.88	95,288.1	28,007.0	29.4	80,000.0	18,000.0	22.5	87,977.0	23,385.0	26.6
Occupational Safety and Health Administration	400.0	0	0				300.0	0		300.0	0	
Office of Personnel Management	86,576.0	3,896.0	4.5	97,948.0	5,952.0	6.1	104,136.0	4,753.0	4.6	98,441.0	3,892.0	4.0
Pennsylvania Avenue Development Corporation	2,075.5	505.0	24.0				1,807.0	445.0	25.0	1,760.5	498.9	28.3
Securities and Exchange Commission												
Selective Service System	150.0	10.5	7.0				200.0	0	0	1,739.6	151.0	8.7
Small Business Administration	27,000.0	10,260.0	38.0	29,477.0	12,397.0	42.1	27,500.0	10,175.0	37.0	32,832.0	14,547.0	44.3
Smithsonian Institution	100,000.0	10,000.0	10.0	113,712.3	12,459.9	11.0	95,000.0	9,500.0	10.0	112,607.8	9,373.0	8.3
U.S. Arms Control and Disarmament Agency	4,980.0	169.0	3.4	5,526.0	403.0	7.3	5,200.0	180.0	3.4	5,147.0	273.0	5.3
U.S. Commission on Civil Rights												
U.S. Information Agency	75,000.0	5,000.0	6.6				80,000.0	7,000.0	8.8	49,980.0	3,702.0	7.4

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone. Where no figures are shown, the agency either did not goal in this category or did not submit an achievement report, or both, for FY 1994 or FY 1995.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Table 7 *Small and Disadvantaged Business Share of Federal Prime Contracts: Performance by Major Federal Agencies, FY 1994 and FY 1995 (Millions of Dollars)*

	FY 1995						FY 1994					
	Agency Projections			Actual Awards			Agency Projections			Actual Awards		
	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent
Total	162,441.5	6,914.0	4.3	173,629.2	5,487.0	3.2	160,132.0	6,941.5	4.3	174,554.9	5,148.8	3.0
Department of Agriculture	2,643.8	132.2	5.0	3,115.5	55.9	1.8	2,905.1	87.2	3.0	3,897.5	107.3	3.0
Department of Commerce	766.0	30.6	4.0	829.6	55.2	6.7	697.4	20.9	3.0	750.8	30.6	4.1
Department of Defense ¹	103,900.0	5,298.9	5.1	110,033.0	3,555.0	3.2	100,000.0	5,000.0*	5.0*	112,013.0	3,360.0	3.0
Department of Education	310.0	12.4	4.0	376.6	10.0	2.7	284.0	10.8	3.8	329.9	9.0	2.7
Department of Energy	16,480.0	543.8	3.3	16,375.4	533.9	3.3	18,000.0	1,080.0	6.0	17,104.7	481.1	2.8
Department of Health and Human Services	2,818.1	84.5	3.0	3,163.0	94.0	3.0	2,538.5	61.3	2.4	3,119.3	108.6	3.5
Department of Housing and Urban Development	906.5	87.9	9.7	668.9	79.7	11.9	690.1	48.3	7.0	685.3	59.8	8.7
Department of the Interior	1,292.8	51.7	4.0	1,289.2	54.9	4.3	1,282.3	51.3	4.0	1,386.3	49.7	3.6
Department of Justice	1,964.0	58.9	3.0	1,941.3	30.0	1.5	1,786.4	35.7	2.0	1,983.3	54.1	2.7
Department of Labor	766.8	47.2	6.2	871.7	47.2	5.4	767.7	58.7	7.7	846.4	68.5	8.1
Department of State	500.0	25.0	5.0	636.1	44.7	7.0	475.0	19.0	4.0	616.6	30.0	4.9
Department of Transportation	3,363.1	33.6	1.0	2,513.8	203.9	8.1	3,601.0	36.0	1.0	2,471.9	166.8	6.7
Department of the Treasury	1,500.0	39.0	2.6	1,278.5	21.1	1.6	1,500.0	30.0	2.0	1,310.6	25.6	2.0
Department of Veterans Affairs	2,000.0	60.0	3.0	4,655.6	146.6	3.1	3,000.0	60.0	2.0	4,114.8	132.4	3.2
Environmental Protection Agency	1,400.0	35.0	2.5	1,144.8	20.1	1.8	1,300.0	26.0	2.0	1,342.1	22.1	1.6

General Services Administration												
Federal Supply Schedule ²	2,465.3	11.8 ²	2.5	2,806.8	12.4	2.7	2,459.3	6.9	2.5	1,801.0	9.7	2.4
Non-Federal Supply												
Schedule	5,443.0	163.3	3.0	6,531.9	193.2	3.0	5,428.6	135.7	2.5	6,461.9	148.6	2.3
National Aeronautics and												
Space Administration	10,643.0	80.0	0.75	10,109.0	127.3	1.3	10,430.0	73.7	0.7	9,766.0	99.6	1.0
Tennessee Valley Authority	1,945.0	77.8	4.0	2,956.2	61.9	2.1	1,700.0	59.5	3.5	2,112.0	43.3	2.1
U.S. Agency for International												
Development	433.9	23.9	5.5	1,431.1	115.4	8.1	413.3	20.2	4.9	1,505.5	111.1	7.4
All Others	900.2	16.5	1.8	901.0	24.6	2.7	873.3	20.3	2.3	936.0	30.9	3.3

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone.

¹The Department of Defense (DOD) has, by specific legislation, a goal of 5 percent for participation by small disadvantaged business. DOD has therefore never chosen to recognize or provide separate goals for 8(a) and other SDB awards, as all other agencies do. Rather, DOD has provided a single goal for total SDB participation.

²GSA FSS goal percentages are based on number of contracts awarded.

Table 8 *Small and Disadvantaged Business Share of Federal Prime Contracts: Performance by Other Federal Agencies, FY 1994 and FY 1995 (Thousands of Dollars)*

	FY 1995						FY 1994					
	Agency Projections			Actual Awards			Agency Projections			Actual Awards		
	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent
Total	900,166.8	16,451.6	1.8	900,953.3	24,587.0	2.7	873,257.8	20,349.8	2.3	935,958.3	30,912.6	3.3
Administrative Conference of the United States												
American Battle Monuments Commission												
Board for International Broadcasting												
Commodity Futures Trading Commission	7,000.0	0	0	10,530.0	0	0	7,000.0	0		10,024.0	0	
Consumer Product Safety Commission	2,214.8	221.5	10.0	5,912.0	262.0	4.4	3,441.8	344.2	10.0	3,922.0	214.0	5.5
Corporation for National and Community Service	22,586.0	0	0	8,021.0	30.0	0.4	5,587.3	0				
Equal Employment Opportunity Commission	9,500.0	475.0	5.0	7,001.0	590.0	8.4	9,000.0	450.0	5.0	9,274.0	472.0	5.1
Executive Office of the President	21,000.0	840.0	4.0	18,415.9	376.4	2.0	20,000.0	380.0	1.9	20,992.0	721.0	3.4
Export-Import Bank												
Farm Credit Administration												
Federal Communications Commission	22,157.0	310.2	1.4	41,592.0	199.8	0.5	5,922.0	77.0	1.3	39,579.4	211.4	0.5
Federal Election Commission	2,075.0	0	0	3,267.0	0	0	1,734.4	02,802.0	0			
Federal Emergency Management Agency	200,000.0	2,400.0	1.2	244,754.0	7,442.4	3.0	209,000.0	2,100.0	1.0	195,540.0	12,870.0	6.6
Federal Energy Regulatory Commission	19,047.0	92.0	0.5	24,682.5	262.4	1.1	18,428.9	117.0	0.6	31,205.8	249.4	0.8
Federal Maritime Commission	779.0	0	0	607.2	0	0	514.2	0		1,143.1	0	

Federal Mediation and Conciliation Service												
Federal Mine Safety and Health Review Commission												
Federal Trade Commission	6,000.0	60.0	1.0	8,726.3	343.4	4.0	5,000.0	50.0	1.0	6,256.8	115.3	1.8
International Trade Administration	1,911.5	0	0				1,527.0	0		1,916.0	0	
Interstate Commerce Commission	1,150.0	20.0	2.0	1,328.0	47.0	3.5	1,264.0	12.0	1.0	1,838.0	43.0	2.3
Merit Systems Protection Board	700.0	7.0	1.0	933.0	8.0	0.9	700.0	49.0	7.0	1,105.0	9.0	0.8
National Archives and Records Administration	30,293.0	341.0	1.1				11,568.0	759.0	6.6	28,600.0	348.0	1.2
National Capital Planning Commission	792.0	50.0	6.3				757.5	50.0	6.6			
National Endowment for the Arts	900.0	25.0	3.0	1,104.0	46.0	4.2	1,250.0	25.0	2.0	1,000.0	124.0	12.4
National Endowment for the Humanities	1,550.0	100.0	6.0	1,227.0	29.0	2.4	1,500.0	120.0	8.0	1,743.0	60.0	3.4
National Labor Relations Board	4,430.0	132.9	3.0	7,322.0	4.0	0.05	3,886.0	116.6	3.0	6,245.0	1.7	0.3
National Science Foundation	162,900.0	1,500.0	0.9	179,600.0	1,700.0	1.0	166,600.0	2,500.0	1.5	176,400.0	5,900.0	3.3
National Transportation Safety Board	2,000.0	100.0	5.0	2,000.0	100.0	5.0	2,000.0	100.0	5.0			
Nuclear Regulatory Commission	85,000.0	300.0	0.35	95,288.1	233.4	0.2	80,000.0	1,250.0	1.56	87,977.0	549.0	0.6
Occupational Safety and Health Administration	400.0	100.0	25.0			300.0	0		300.0	0		
Office of Personnel Management	86,576.0	4,385.0	5.1	97,948.0	7,013.0	7.2	104,136.0	5,088.0	4.9	98,441.0	4,296.0	4.4
Pennsylvania Avenue Development Corporation	2,075.5	410.0	20.0				1,807.0	225.0	12.45	1,760.5	390.7	22.2
Securities and Exchange Commission												
Selective Service System	150.0	12.0	8.0	200.0	16.0	8.0	1,739.6	58.0	3.3			
Small Business Administration	27,000.0	540.0	2.0	29,477.0	2,763.0	9.4	27,500.0	275.0	0.1	32,832.0	736.0	2.2
Smithsonian Institution	100,000.0	3,000.0	3.0	113,712.3	2,885.2	2.5	95,000.0	2,185.0	2.3	112,607.8	2,692.1	2.4
U.S. Arms Control and Disarmament Agency	4,980.0	30.0	0.6	5,526.0	282.0	5.1	5,200.0	31.0	0.6	5,147.0	306.0	6.0
U.S. Commission on Civil Rights												
U.S. Information Agency	75,000.0	1,000.0	1.3				80,000.0	4,000.0	5.0	49,980.0	546.0	1.1

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone. Where no figures are shown, the agency either did not goal in this category or did not submit an achievement report, or both, for FY 1994 or FY 1995.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Table 9 *Small and Disadvantaged Business Share of Federal Subcontracts: Performance by Prime Contractors to Major Federal Agencies, FY 1994 and FY 1995 (Millions of Dollars)*

	FY 1995						FY 1994					
	Agency Projections			Actual Awards			Agency Projections			Actual Awards		
	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent
Total	51,303.5	2,941.2	5.7	56,861.0	3,758.7	6.6	50,811.6	2,907.0	5.7	57,491.2	3,155.3	5.5
Department of Agriculture	724.7	36.2	5.0	294.8	6.6	2.2	285.0	14.3	5.0	104.8	3.8	3.6
Department of Commerce	100.9	15.1	15.0	155.3	13.4	8.6	105.5	8.4	8.0	151.8	11.5	7.6
Department of Defense	40,700.0	2,035.0	5.0	45,032.0	2,600.0	5.8	40,400.0	2,020.0	5.0	43,364.0	2,253.0	5.0
Department of Education	7.0	0.5	6.5	8.3	0.6	7.0	15.4	0.9	6.0	41.4	2.4	5.7
Department of Energy	800.0	68.8	8.6	1,111.8	107.2	9.6	500.0	42.8	8.6	882.6	76.5	8.7
Department of Health and Human Services	289.0	24.6	8.5	339.5	21.3	6.3	249.9	21.0	8.4	374.2	31.2	8.3
Department of Housing and Urban Development	101.0	19.2	19.0	120.6	17.0	14.1	122.3	12.1	9.9	65.9	12.8	19.4
Department of the Interior	50.0	3.3	6.5	186.3	9.0	4.8	70.0	5.5	7.8	120.2	8.0	6.7
Department of Justice	400.0	42.0	10.5	216.9	14.9	6.9	448.1	24.6	5.5	506.9	19.5	3.8
Department of Labor	120.2	15.4	12.8	176.1	28.0	15.9	126.8	18.4	14.5	146.5	20.5	14.0
Department of State	34.0	1.7	5.0	40.1	3.4	9.0	30.0	1.5	5.0	48.3	3.3	6.8
Department of Transportation	241.7	25.4	10.5	384.9	84.9	22.1	245.1	25.7	10.5	255.5	52.7	20.6
Department of the Treasury	325.0	16.3	5.0	579.6	40.5	7.0	375.0	18.8	5.0	446.8	21.2	4.7
Department of Veterans Affairs	800.0	48.0	6.0	315.6	48.9	15.5	800.0	40.0	5.0	1,071.0	58.3	5.4
Environmental Protection Agency	150.0	18.0	12.0	282.3	23.9	8.5	165.0	19.8	12.0	263.1	29.1	11.1

General Services												
Administration	2,228.0	133.7	6.0	1,984.0	95.7	4.8	3,000.0	165.0	5.5	2,809.4	107.2	3.8
National Aeronautics and												
Space Administration	3,834.0	402.6	10.5	4,979.0	598.9	12.0	3,500.0	436.2	12.5	4,300.0	416.8	9.7
Tennessee Valley Authority	250.0	25.0	10.0	412.7	12.9	3.1	230.0	23.0	10.0	401.6	19.4	4.8
U.S. Agency for International												
Development	7.8	0.9	11.5	104.2	22.0	21.1	7.4	0.7	9.8	16.2	2.1	12.8
All Others	140.2	9.5	6.8	137.0	9.6	7.0	136.1	8.3	6.1	121.0	6.0	5.0

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Table 10 *Small and Disadvantaged Business Share of Federal Subcontracts: Performance by Prime Contractors to Other Federal Agencies, FY 1994 and FY 1995 (Thousands of Dollars)*

[illegible]

Federal Trade Commission												
International Trade Administration												
Interstate Commerce Commission												
Merit Systems Protection Board												
National Archives and Records Administration	1,634.3	4.7	0.3				1,300.0	20.0	1.5	2,015.2	370.0	18.3
National Capital Planning Commission												
National Endowment for the Arts												
National Endowment for the Humanities												
National Labor Relations Board												
National Science Foundation	105,700.0	6,700.0	6.3	102,200.0	6,300.0	6.2	100,260.0	5,100.0	5.0	87,500.0	3,600.0	4.1
National Transportation Safety Board												
Nuclear Regulatory Commission	3,000.0	375.0	12.5	1,983.0	221.0	11.1	3,200.0	450.0	14.1	2,487.0	285.0	11.5
Occupational Safety and Health Administration												
Office of Personnel Management	15,074.0	1,131.0	7.5	18,343.0	1,091.0	5.9	14,727.0	1,896.0	12.8	18,517.0	1,112.0	6.0
Pennsylvania Avenue Development Corporation												
Securities and Exchange Commission												
Selective Service System												
Small Business Administration												
Smithsonian Institution	2,000.0	70.0	3.5	1,331.8	811.2	60.9	2,600.0	90.0	3.46	0	0	
U.S. Arms Control and Disarmament Agency												
U.S. Commission on Civil Rights												
U.S. Information Agency	1,000.0	75.0	7.5				1,000.0	40.0	4.0	1,579.9		Not Reported

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone. Where no figures are shown, the agency either did not goal in this category, or did not submit an achievement report, or both, for FY 1994 and FY 1995.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Table 11 *Women-Owned Small Business Share of Federal Prime Contracts: Performance by Major Federal Agencies, FY 1994 and FY 1995 (Millions of Dollars)*

	FY 1995						FY 1994					
	Agency Projections			Actual Awards			Agency Projections			Actual Awards		
	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent
Total	162,441.5	3,360.1	2.1	173,629.2	3,946.2	2.3	160,132.0	3,075.2	1.9	174,554.9	3,466.9	2.0
Department of Agriculture	2,643.8	92.5	3.5	3,115.5	87.4	2.8	2,905.1	72.6	2.5	3,897.5	123.0	3.2
Department of Commerce	766.0	38.3	5.0	829.6	54.4	6.6	697.4	27.9	4.0	750.8	27.3	3.6
Department of Defense	103,900.0	1,766.3	1.7	110,033.0	1,994.0	1.8	100,000.0	1,599.9	1.5	112,013.0	1,857.0	1.7
Department of Education	310.0	15.5	5.0	376.6	12.7	3.4	284.0	10.0	3.5	329.9	8.9	2.7
Department of Energy	16,480.0	415.0	2.5	16,375.4	505.5	3.1	18,000.0	639.9	3.5	17,104.7	418.2	2.4
Department of Health and Human Services	2,818.1	113.2	4.0	3,163.0	816.3	5.9	2,538.5	103.3	4.1	3,119.3	149.6	4.8
Department of Housing and Urban Development	906.5	63.5	7.0	668.9	49.9	7.5	690.1	38.0	5.5	685.3	55.5	8.1
Department of the Interior	1,292.8	53.0	4.1	1,289.2	63.5	4.9	1,282.3	51.3	4.0	1,386.3	65.0	4.7
Department of Justice	1,964.0	58.9	3.0	1,941.3	49.2	2.5	1,786.4	53.6	3.0	1,983.3	47.2	2.4
Department of Labor	766.8	39.8	5.2	871.7	24.1	2.8	767.7	32.5	4.2	846.4	17.3	2.0
Department of State	500.0	25.0	5.0	636.1	42.2	6.6	475.0	23.8	5.0	616.6	38.3	6.2
Department of Transportation	3,363.1	67.3	2.0	2,513.8	96.9	3.9	3,601.0	72.0	2.0	2,471.9	55.1	2.2
Department of the Treasury	1,500.0	78.0	5.2	1,278.5	66.7	5.2	1,500.0	60.0	4.0	1,310.6	64.0	4.9
Department of Veterans Affairs	2,000.0	60.0	3.0	4,655.6	226.7	4.9	3,000.0	72.0	2.4	4,114.8	155.9	3.8
Environmental Protection Agency	1,400.0	70.0	5.0	1,144.8	26.5	2.3	1,300.0	26.0	2.0	1,342.1	18.5	1.4

General Services Administration												
Federal Supply Schedule*	2,465.3	46.2	6.3	2,806.8	47.8	7.2	2,459.3	30.8	5.9	1,801.0	34.0	6.3
Non-Federal Supply												
Schedule	5,443.0	163.3	3.0	6,531.9	135.8	2.1	5,428.6	97.7	1.8	6,461.9	129.2	2.0
National Aeronautics and												
Space Administration	10,643.0	112.0	1.05	10,109.0	159.1	1.6	10,430.0	104.3	1.0	9,766.0	118.4	1.2
Tennessee Valley Authority	1,945.0	31.1	1.6	2,956.2	43.8	1.5	1,700.0	23.8	1.4	2,112.0	14.1	0.7
U.S. Agency for International												
Development	433.9	21.7	5.0	1,431.1	33.1	2.3	413.3	18.2	4.4	1,505.5	21.7	1.4
All Others	900.2	29.5	3.3	901.0	40.6	4.5	873.3	27.4	3.1	936.0	48.7	5.2

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone.

* GSA FSS goal percentages are based on number of contracts awarded.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Table 12 Women-Owned Small Business Share of Federal Prime Contracts: Performance by Other Federal Agencies, FY 1994 and FY 1995 (Thousands of Dollars)

[illegible]

Federal Mine Safety and Health Review Commission												
Federal Trade Commission	6,000.0	180.0	3.0	8,726.3	159.8	2.0	5,000.0	350.0	7.0	6,256.8	231.0	3.7
International Trade Administration	1,911.0	0	0				1,527.0	0	0	1,916.0	0	0
Interstate Commerce Commission	1,150.0	44.0	4.0	1,328.0	16.0	1.2	1,264.0	12.0	1.0	1,838.0	65.0	3.5
Merit Systems Protection Board	700.0	210.0	30.0	933.0	247.0	26.5	700.0	175.0	25.0	1,105.0	273.0	24.7
National Archives and Records Administration	30,293.0	2,306.7	7.6				11,568.0	2,282.0	19.7	28,600.0	2,089.0	7.3
National Capital Planning Commission	792.0	42.0	5.3				757.5	27.5	3.6			
National Endowment for the Arts	900.0	40.0	4.0	1,104.0	66.0	6.0	1,250.0	60.0	4.8	1,000.0	123.0	12.3
National Endowment for the Humanities	1,550.0	450.0	29.0	1,227.0	459.0	37.4	1,500.0	450.0	30.0	1,743.0	519.0	30.0
National Labor Relations Board	4,430.0	672.0	15.0	7,322.0	646.0	8.8	3,886.0	593.0	15.0	6,245.0	616.0	9.9
National Science Foundation	162,900.0	1,600.0	1.0	179,600.0	1,500.0	0.8	166,600.0	1,660.0	1.0	176,400.0	1,800.0	1.0
National Transportation Safety Board	2,000.0	400.0	20.0	2,000.0	200.0	10.0	2,000.0	400.0	20.0			
Nuclear Regulatory Commission	85,000.0	2,000.0	2.35	95,288.1	1,063.8	1.1	80,000.0	3,700.0	4.6	87,977.0	1,866.0	2.1
Occupational Safety and Health Administration	400.0	70.0	18.0				300.0	85.0	28.0	300.0	35.0	11.7
Office of Personnel Management	86,576.0	3,896.0	4.5	97,948.0	14,084.0	14.4	104,136.0	4,142.0	3.9	98,441.0	10,372.0	10.5
Pennsylvania Avenue Development Corporation	2,075.5	24.0	1.0				1,807.0	5.0	0.28	1,760.5	20.0	1.1
Securities and Exchange Commission												
Selective Service System	150.0	15.0	10.0				200.0	15.0	8.0	1,739.6	119.0	6.8
Small Business Administration	27,000.0	1,350.0	5.0	29,477.0	1,243.0	4.2	27,500.0	825.0	3.0	32,832.0	2,003.0	6.1
Smithsonian Institution	100,000.0	3,000.0	3.0	113,712.3	5,569.2	4.9	95,000.0	2,185.0	2.3	112,607.8	3,713.1	3.3
U.S. Arms Control and Disarmament Agency	4,980.0	20.0	0.4	5,526.0	179.0	3.2	5,200.0	21.0	0.4	5,147.0	44.0	0.9
U.S. Commission on Civil Rights												
U.S. Information Agency	75,000.0	3,750.0	5.0				80,000.0	3,500.0	4.4	49,980.0	789.0	1.6

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone. Where no figures are shown, the agency either did not goal in this category or did not submit an achievement report, or both, for FY 1994 or FY 1995.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Table 13 *Women-Owned Small Business Share of Federal Subcontracts: Performance by Prime Contractors to Major Federal Agencies, FY 1994 and FY 1995 (Millions of Dollars)*

	FY 1995						FY 1994					
	Agency Projections			Actual Awards			Agency Projections			Actual Awards		
	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent	Total Dollars	Small Business Share Dollars	Percent
Total	51,303.5	1,212.0	2.4	56,861.0	1,699.1	3.0	50,811.6	887.3	1.7	57,491.2	1,452.9	2.5
Department of Agriculture	724.7	14.5	2.0	294.8	4.0	1.4	285.0	2.9	1.0	104.8	4.3	4.1
Department of Commerce	100.9	5.0	5.0	155.3	6.1	4.0	105.5	3.2	3.0	151.8	4.1	2.7
Department of Defense	40,700.0	854.7	2.1	45,032.0	1,233.0	2.7	40,400.0	646.4	1.6	43,364.0	1,021.0	2.3
Department of Education	7.0	0.4	6.0	8.3	0.5	6.5	15.4	0.9	6.0	41.4	2.8	6.7
Department of Energy	800.0	16.0	2.0	1,111.8	58.9	5.3	500.0	10.0	2.0	882.6	33.9	3.8
Department of Health and Human Services	289.0	2.9	1.0	339.5	7.5	2.2	249.9	2.5	1.0	374.2	1.7	0.5
Department of Housing and Urban Development	101.0	7.1	7.0	120.6	3.0	2.5	122.3	7.3	6.0	65.9	3.8	5.8
Department of the Interior	50.0	1.0	2.0	186.3	4.6	2.4	70.0	1.4	2.0	120.2	7.2	6.0
Department of Justice	400.0	26.0	6.5	216.9	8.4	3.9	448.1	17.9	4.0	506.9	30.6	6.
Department of Labor	120.2	6.0	5.0	176.1	10.0	5.7	126.8	6.3	5.0	146.5	6.7	4.6
Department of State	34.0	1.7	5.0	40.1	2.1	9.0	30.0	0.9	3.0	48.3	2.3	4.7
Department of Transportation	241.7	7.3	3.0	384.9	21.4	5.6	245.1	6.1	2.5	255.5	17.4	6.8
Department of the Treasury	325.0	9.8	3.0	579.6	26.9	4.6	375.0	7.5	2.0	446.8	14.9	3.3
Department of Veterans Affairs	800.0	16.0	2.0	315.6	Not Reported		800.0	16.0	2.0	1,071.0	Not Reported	
Environmental Protection Agency	150.0	7.5	5.0	282.3	10.5	3.7	165.0	5.0	3.0	263.1	12.7	4.8

General Services												
Adminstration	2,228.0	66.8	3.0	1,984.0	61.7	3.1	3,000.0	66.0	2.2	2,809.4	63.3	2.3
National Aeronautics and												
Space Administration	3,834.0	153.0	4.0	4,979.0	215.4	4.3	3,500.0	70.0	2.0	4,300.0	213.9	5.0
Tennessee Valley Authority	250.0	12.5	5.0	412.7	11.9	2.9	230.0	11.5	5.0	401.6	9.8	2.4
U.S. Agency for International												
Development	7.8	0.4	5.0	104.2	10.5	10.1	7.4	0.3	4.5	16.2	0.9	5.7
All Others	140.2	3.4	2.4	137.0	2.7	2.0	136.1	5.2	3.8	121.0	1.6	1.3

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.

Federal Mine Safety and Health Review Commission												
Federal Trade Commission												
International Trade Administration												
Interstate Commerce Commission												
Merit Systems Protection Board												
National Archives and Records Administration	1,634.3	2.4	0.1				1,300.0	0	0	2,015.2	68.1	3.3
National Capital Planning Commission												
National Endowment for the Arts												
National Endowment for the Humanities												
National Labor Relations Board												
National Science Foundation	105,700.0	2,100.0	2.0	102,200.0	1,800.0	1.8	100,260.0	1,500.0	1.5	87,500.0	1,000.0	1.1
National Transportation Safety Board												
Nuclear Regulatory Commission	3,000.0	100.0	3.33	1,983.0	24.0	1.2	3,200.0	70.0	2.2	2,487.0	51.5	2.1
Occupational Safety and Health Administration												
Office of Personnel Management	15,074.0	754.0	5.0	18,343.0	701.0	3.8	14,727.0	3,092.0	20.9	18,517.0	455.0	2.5
Pennsylvania Avenue Development Corporation												
Securities and Exchange Commission												
Selective Service System												
Small Business Administration												
Smithsonian Institution	2,000.0	70.0	3.5	1,331.8	7.4	0.6	2,600.0	90.0	3.5			
U.S. Arms Control and Disarmament Agency												
U.S. Commission on Civil Rights												
U.S. Information Agency	1,000.0	75.0	7.5				1,000.0	71.0	7.1	1,576.9		Not Reported

Note: Dollar or percentage figures may vary slightly because of rounding or necessary corrections of figures submitted in year-end reports by some federal agencies. Information not given in written reports was obtained by telephone. Where no figures are shown, the agency either did not goal in this category, or did not submit an achievement report, or both, for FY 1994 or FY 1995.

Source: U.S. Small Business Administration, Office of Government Contracting, 1996.